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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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Chicago and New York

Another Packer Puts Packaged Pre-Cut Hard-Chilled Meats on the Market

Still another meat packer has added packaged pre-cut hard-chilled meats to his line, and is trying them on the consumer.

This packer adds a new word to the modern meat vocabulary. He calls his product "Frigid Meats."

His line covers 33 cuts and products, all wrapped or packaged at the packinghouse, and hard-frozen.

The shop display problem not yet having been solved by the development of a satisfactory refrigerated case, this packer uses storage shop containers chilled with solid carbon dioxide, and dummy packages are adopted for display.

The packer is the Indianapolis Abattoir Co., and the try-out town is Muncie, Ind.

Consumers Like the Idea.

Buyers of packaged "frigid" meats being offered by the Indianapolis Abattoir Company in Muncie, Ind., in an experimental introduction of packinghouse-prepared retail cuts of fresh meats, are reported to like the idea of the meat being cut, packaged and wrapped.

Demonstrators in charge of the cases of "frigid" meats were asked if they had any complaints from buyers or others observing the meat because it was frozen.

In none of the stores was such an objection raised by the consumer, but housewives did express gratification that the meat was wrapped and packed at the packinghouse, thus doing away with the necessity of having to wait in

the retail market for it to be cut and wrapped.

There was expressed also a feeling of satisfaction that the quality of the meat could be depended upon.

Meat Cuts Being Offered.

Thirty-three cuts are being offered, including pork tenderloin, pork loin roast, pork chops in packages of 2, 3, and 4 each, pork fillet in 1 lb. and ½ lb. packages, sliced pork tenderloin in 1 lb. and ½ lb. packages, and cottage pork roast.

Included in the beef cuts were flank, porterhouse, club, sirloin, shoulder, round, rib, chuck and swiss steaks; stewing beef; rolled rib, chuck and shoulder roasts; hamburger and sliced

beef tenderloin each in 1 lb. and ½ lb. packages; beef liver in 1 lb. and ½ lb. packages; beef brains, 1 set to the package; and selected beef sweetbreads.

The lamb cuts included lamb chops in packages of 2 and 4 each; lamb shoulder roast and leg of lamb roast. Also, there are veal cutlets, veal chops 2 and 4 to the package, veal roast, stewing veal in 1 lb. packages and calf sweetbreads.

Priced to the Retailer.

All meats are of prime quality. They are billed to each store at the same price, making possible a gross profit for the retailer of approximately 25 per cent on the selling price. Prices



TYPE OF CASE USED IN MERCHANDISING "FRIGID" MEATS.

A plain case refrigerated with solid carbon dioxide is used in each of the stores merchandising Indianapolis Abattoir frozen meat cuts. Electric refrigeration has been installed in one case for comparative purposes.



BRANDED WRAP FOR FRIGID MEATS.

A paper wrapper made of a combination of parchment and transparent paper is used on all "frigid" meats distributed by the Indianapolis Abattoir Co. A strip of transparent paper runs down the center of each piece of parchment and on this is printed the brand name and the name of the product contained in the package. The net weight of the package also is indicated.

of the "frigid" meats are in most cases in line with the same quality and cut of fresh meats.

A woman demonstrator is in charge of the introduction and sale of meat in each of the eight stores, two of which are chains and six independents. One of the latter is partly a drug store and partly food, drugs predominating.

In this store some unique merchandising has been done, as the refrigerated case was taken out of the curb at night and the meat sold directly to motorists. This store sold just a small quantity of meat before the introduction of the "frigid" meats, but reports that through this medium and the use of a flashing electric sign calling attention to "Sally Lee Frigid Meats," its meat volume has been materially increased.

Prior to the introduction of the "frigid" meats all of the stores from

DEAR MADAM:

Please accept my invitation to participate in the reception which Muncie is giving to a wonderful new idea in the buying and serving of meat.

This meat brings you the choicest steaks, chops, roasts, sweetbreads, etc., trimmed and packaged at the source

—subjected to instantaneous freezing, 'way below zero, and kept at near zero until delivered to you—which is Nature's way of preserving freshness and flavor indefinitely.

Really you've never known such uniformly delicious and tender meats as "Sally Lee Frigid Meats."

You can be one of the first hostesses in Muncie to buy this delightful new kind of meat by presenting the attached card at the proper address on Friday.

Sally Lee

DIRECT MAIL PUBLICITY.

Another means of introducing packing-house-prepared consumer cuts used by the Indianapolis Abattoir Company is announcements sent direct to the housewife. Through the presentation of the card accompanying these announcements a few fortunate housewives secured enough "frigid" meat for a big Sunday dinner, free of charge.

which they are being sold handled fresh meats with the exception of the two chain units.

The cases used for the meats are equipped with solid carbon dioxide for refrigeration, electric refrigeration being installed in one case for comparative purposes.

Talking Points for These Products.

In introducing these meats to the customer the following facts are emphasized:

Every cut is of the highest quality,

Standardized quality,

Cut and trimmed by experts,

Packaged under most sanitary conditions,

U. S. government inspected,

Sealed air-proof and moisture proof,

Permanently fresh,

Not touched by hands from packinghouse to kitchen,

Convenient handling and quick service,

Cook either thawed or in frozen state.

The meats are held in storage cases, none being on display. Dummy packages are available to each demonstrator to show the appearance of the package.

Parchment and Transparent Wraps.

All meats are wrapped in a combination of parchment and transparent paper, a strip of the latter being used in the center of the paper wrap, the brand being printed on the transparent paper, also the name of the product contained in the package. The net weight of each package in pounds and ounces is indicated.

A series of newspaper advertisements feature the fact that freshness and flavor are held against time in these "frigid" meats, and that quality and freshness are preserved without adding anything to or taking anything from the meat.

An appeal is made to the busy mother or the head of the household who is saved time by depending on others to do her shopping for necessities. Because of standardization in these "frigid" meats, even the children can be sent to shop. There is no need to examine the meat to see if it is fresh or judge if it is good.

The introductory period for these meats will cover 30 days.

All meats are frozen by the Kolbe quick freezing process.

BEEF DROP FEATURED JULY.

Further declines in the wholesale prices of beef featured the meat trade during the month of July, according to a review of the live stock and meat situation issued by the Institute of American Meat Packers. The declines

ranged from 5 to 15 per cent, according to grade and weight. Sides of beef are now wholesaling at levels that are from one-fifth to one-third lower than they were a year ago.

The wholesale prices of fresh pork loins of light weight advanced during the first half of the month but declined during the latter part and a wide price difference developed between light and heavy loins. At the present time, for example, heavy loins are selling for a little more than half the price of the lightest loins. Heavy fresh skinned shoulders also are relatively low.

The wholesale prices of dressed lamb also declined during the month. Present prices are from 25 to more than 35 per cent lower than they were a year ago, the decline varying according to weight and quality.

The export trade in American pork products was relatively quiet, which is a normal condition at this season of the year.



Even a CHILD
can buy MEAT Safely
—this New Way

I could give little girl select a purchase—would you tell me of the results? Probably not, if she buys the ordinary kind of meat. Most certainly yes, if you could let her get a Sally Lee Frigid meat.

For in having Sally Lee Frigid Meats there is no need to "rummage" meat in a bin, and to judge if it is good. This is done for you in advance. The Sally Lee trademark on the sealed, sanitary package is your assurance of quality—freshness—flavor. This is so that other housewives who once personally selected their meats at near-zero temperature can be sure that children do the meat buying.

By simply saying, "Give me such and such a cut of Sally Lee Frigid Meat," you get an extra choice cut, with the story papers mailed to the housewife absolutely correct—everything touched by and certified in advance.

Sally Lee
Brand

FRIGID MEATS

These meats offer you 11 choice varieties of Sally Lee Frigid Meats—steaks, chops, roasts, etc.

Other Cleveland: Piggy Wiggly No. 1 2 1 Campbell 2 1 Kaffee
100 meat box 75 to 100 lb 400 wrapping also 100 to 100 lb

Chas. Kaffee Andy Miller & Sons 2 1 Kaffee
100 E. Jackson St. 100 E. Main St.

The Great Atlantic and Pacific Tea Co.
100 South Western Street

SELECTING THE DAY'S MEAT.

This is one of a series of newspaper advertisements explaining to the public what "frigid" meat is and its advantages. This particular advertisement points to the ease with which meat can be bought, even the children being able to make purchases of the most expensive cuts.

Eastern Livestock Rates Readjusted by Interstate Commerce Commission on Rehearing

In a decision dated July 8, 1930, but not released until August 1, the Interstate Commerce Commission has ordered a further readjustment of livestock rates between points in the territory lying east of the Mississippi and north of the Ohio and Potomac rivers.

Since November, 1928, Eastern packers have been enjoying lower rates as the result of the Commission's decision in the long-drawn-out fight culminating in numerous complaints and several hearings in various cities of the East.

As the result of these reductions the railways sought a reopening of the case. They also took the order into court, but no serious attempt has been made to push the court fight, inasmuch as the Commission reopened the case for further hearing, but refused to postpone the effective date of their order.

One of the large packers cooperated with the railroads in the fight for reopening, as well as in the courts, more in an effort to force a further reduction in meat rates than to increase the livestock rates.

(ED. NOTE.—This Eastern livestock freight rate controversy was first discussed in THE NATIONAL PROVISIONER of May 19, 1923. Early rulings and decisions were reported in the issues of April 18 and May 2, 1925, February 5, April 23 and 30, 1927, August 4, 1928, and March 30, 1929.)

Upon the reopening of the case Swift & Company entered the fight with renewed vigor and made a determined stand to prevent any increases in the present rates. Elaborate cost data were prepared by them and these went far to discredit similar alleged cost figures of the carriers.

They were joined in this by the attorney and traffic expert of the independent slaughterers of the New York district, and by C. B. Heinemann, service manager of the Kennett-Murray Live Stock Buying Organization, which represented a large group of Eastern packers intent upon preserving their rights to reasonable livestock rates.

After reviewing the history of this litigation, extending over a period of several years, the Commission modified its 1928 order in the following particulars.

Rates from Chicago to East.

(ED. NOTE.—The rates on cattle, hogs, double-deck, calves, double-deck, and sheep, double-deck, are the same, and

hereafter this rate is referred to as the "base rate," without listing the species. The single-deck rate on calves and hogs is now and will continue to be 115 per cent of the base rate; the rate on sheep, single-deck, 125 per cent of the base rate.)

The base rate Chicago to New York, which was formerly 56½ cents, is now 50½ cents, and under the new decision becomes 53 cents. This is an increase of 2½ cents over the present rate. Base rates from Chicago to Rochester, Syracuse, Albany, Philadelphia, Altoona, Boston and Baltimore will bear the same increase as that applying from Chicago to New York.

Rates from Central Territory to East.

Rates from all points in Illinois, Indiana, Ohio, Michigan and northern Kentucky TO all points east of Buffalo and Pittsburgh take a designated percentage of the Chicago rate to the east. That means that the farther east one goes the lower this percentage is; the farther west one goes, the higher this percentage.

The base rates from all of these central territory markets to points east of Buffalo and Pittsburgh will be increased. This increase will not be exactly the same in all cases, but each point will have to stand its percentage of the Chicago to the east rate as increased.

For example: A point taking 80 per

cent of the rate Chicago to New York would now have 80 per cent of 50.5 cents or 40.4 cents which becomes 40.5 cents. Its new rate would be 80 per cent of 53 cents or 42.4 cents which will become 42.5 cents.

Rates from East St. Louis, Ill.

In the former decision the Commission held that base rates from East St. Louis should be 7½ cents over Chicago. This made the East St. Louis to New York rate 50.5 + 7.5, or 58 cents.

The new decision holds that East St. Louis has justified a lower differential over Chicago in view of its growing importance as a livestock market. The Commission fixes 5 cents as the proper differential so the rate East St. Louis to New York remains as at present—58 cents per 100 lbs.

This gives that market a distinct advantage by restoring the relationship that existed for many, many years. By holding the rates from East St. Louis (National Stock Yards) to all points east of Buffalo and Pittsburgh unchanged from the present, all patrons of that market will benefit.

Rates from Upper Mississippi River Crossings.

In the previous decision all Mississippi River crossings from St. Louis to Dubuque were made the same, but the



FRANCE BOOSTS MEAT AS PART OF THE WELL-BALANCED MEAL.

Telling the public about meat and the need for this essential food in the well-balanced meal at the annual sausage fair in Paris, France. Dry sausage, hams and bacon appear to be the mainstays of this meat stall.

The bacon, or possibly dry salt cuts, shown would lend color to the thought that the very lean product is less popular in French meat stalls than would be expected in a similar stall in Smithfield Market, London, for example.

new decision makes the upper crossings 1 cent higher than East St. Louis. This is done by setting the differential over Chicago at 6 cents instead of 5 cents as at East St. Louis, and instead of $7\frac{1}{2}$ cents as at present.

The present base rate from those crossings to New York is $50.5 + 7.5$, or 58 cents. The new rate will be $53 + 6$, or 59 cents.

Rates from Western Markets.

Since the 1928 decision rates from Kansas City, St. Joseph, Omaha, Sioux City, Sioux Falls, St. Paul and other western markets have been increased, so they do not enjoy their full reduction. This was because of the mixup under the Keeley-Combination Rule.

In the new decision the Commission undertakes to partially right this.

They hold that shipments from 1—west of Chicago, 2—west of the Mississippi River, and 3—south of the Ohio River destined to all points east or north and not covered by joint through rates, are entitled to lower rates, where the shipments are not ordered by the shipper into the market stock yards at such crossings or Chicago. This reduction is 2 cents per 100 pounds, but is not to be applied where it will reduce the Eastern line rate below 14 cents per 100 lbs.

How the Rule Works Out.

The application of this rule and the new rates will work out as follows:

Omaha to New York on hogs double-deck, 84.5 cents made up $26.5 + 58$ cents at present.

The new rate will be $83\frac{1}{2}$ cents made up $26.5 + (59-2) 57 = 83\frac{1}{2}$ cents.

The same change will apply from Sioux City.

The 2-cent reduction for use as a proportional rate will apply to all destinations in Central freight territory, Trunk Line territory, New England territory at Virginia points.

Rates from Nashville, Tenn.

A bitter attack was launched by the Louisville & Nashville and Southern Railroads against the rates from Nashville, Tennessee to Baltimore, Philadelphia, New York and Boston.

The representatives of these roads in effect told the Commission: "You fix a reasonable rate from Louisville and Cincinnati to the east and let us alone to fix the proper differential over Louisville for the Nashville rates."

After discussing some of the fallacies of the railroads' argument, the Commission permitted an advance of 1 cent in the rates from Nashville to New York, reduced the rate to Baltimore 3 cents, and let the present rate to Philadelphia stand. The new base rates are as follows: Nashville to New York 61

cents; Philadelphia 58 cents; Baltimore 54 cents.

In view of the fact that the base rate from Louisville to the East goes up the same as Chicago (Louisville being a 100 per cent point), the new rate from Louisville to New York becomes 53 cents. So that Nashville takes but 8 cents over Louisville instead of 9.5 cents at the time of the hearing, and instead of 12 cents as demanded by the southern carriers.

Rates Within Central Territory.

Rates between points within the so-called Central Freight Association territory lying between a line St. Louis to Chicago, on and north of the Ohio River and east to include Wheeling, Pittsburgh and Buffalo, are and have been for years upon a mileage basis. Specific rates have been made by use of that scale.

In the new decision this mileage scale is subjected to increases. These vary in amounts from $\frac{1}{2}$ cent to 5 cents. A comparison between the present scale and the new rates follows:

Distance.	Present Rate.	New Rate.	Increase.
5 miles	9	10	1
50 "	13.5	14	$\frac{1}{2}$
100 "	17.5	19	$1\frac{1}{2}$
200 "	23	24	1
300 "	27	29	2
400 "	31	34	3
500 "	35	39	4
600 "	39	43	4
700 "	43	46	3
800 "	47	49	2

These rates are also subject to the 2c reduction on business from beyond Chicago and the rivers.

When Rates Are Effective.

Unless suspended, superceded or modified the new rates will be made effective October 15, 1930, upon not less than 30 days' notice.

At this writing it is not known what position will be taken by the carriers in their fight on these rates. The new base rate Chicago to New York is the same as the new fifth class rate prescribed by the Commission in a recent decision. On its face this would seem to answer much of the criticism levelled at the former decision.

Frank Firor Picks a Shoe Man to Help Him Sell Meat Products

Merchandising ability rather than meat knowledge was the consideration when Gobel selected its latest executive. This is not surprising, in view of the Gobel reputation for merchandising success in the meat field.

Frank M. Firor, president of Adolf Gobel, Inc., announced this week that

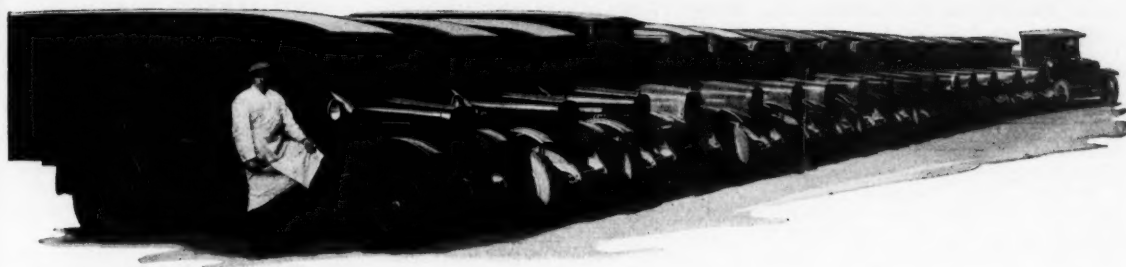
Curtis G. Pratt, operations manager for the New York City territory, has been elected vice-president in charge of all the New York units of the company, which maintains plants and distribution in Manhattan, Brooklyn, Scranton, Wilkes-Barre, Pa., Washington, D. C., Mason City, Ia., and Boston, Mass.

Mr. Pratt's rise with Gobel has been rapid. He is only 37 years old. He joined the company this spring and was assigned to New York sales. His experience has been as a sales executive. "Gobel is Mr. Pratt's first venture in the prepared meats industry," Mr. Firor said. "He has made an outstanding record for large volume selling in other fields. We are very pleased with the results he has already achieved and with his aid expect to increase the Adolf Gobel sales record above last year's remarkable figure."

He learned the shoe business in 1913 by starting at the bench. He was a young shoemaker for two years, then became assistant superintendent of a shoe factory. In 1921 he became assistant factory manager of Foot-Schultze & Co., St. Paul shoe manufacturers; and in August, 1922, became vice-president and factory manager. He was made president in 1925 of the Dover Shoe Company, Dover, N. H., in charge of merchandising, sales and credits. His sales record prompted the Gobel Company to call him to New York.



SHOEMAKER WILL SHOW THEM.
Curtis G. Pratt, new vice-president of Adolf Gobel, Inc., New York City.



PART OF THE MODERN DELIVERY FLEET OF THE WILMINGTON PROVISION CO.

The company has 25 trucks in service. These range in size from the small delivery type to two-ton capacity. Competent mechanics are employed, and drivers are instructed to report any mechanical defects promptly. One truck has traveled 180,000 miles and is still in daily service. It rolled up 46,000 miles before its first overhauling. The fleet is composed entirely of Internationals.

Motor Trucks Widen the Distribution Radius of the Meat Packer

Improvements in transportation methods have had an important effect on the development of the meat industry.

The radius of action of the horse-drawn vehicle was distinctly limited, particularly in warm weather, and for this reason many a small plant making excellent products was forced to confine its merchandising activities to a restricted territory.

Development of the motor truck enabled these plants to extend their territories considerably and to multiply several times the mileage and the customers that could be served efficiently.

Construction of hard roads and the use of insulated and refrigerated bodies increased still further the territory that could be served. From a few miles with

horse and wagon, routes have been extended to 150 or 200 miles. And products arrive in better condition and with more regularity than was the case when fewer customers were served.

Serving Wider Territory.

The next step, it seems probable, will be the more general use of mechanically-refrigerated trucks on still longer routes. Some packers, who see possibilities in remote territories not now served economically with present facilities, are considering these vehicles.

Typical of the plants that have taken advantage of the motor truck to serve larger territories and to add better service to high quality products is the Wilmington Provision Co., Wilmington, Del.

This company was organized 30 years ago. During the first few years merchandising efforts were confined to the city and suburbs. The company had, from the start, produced only merchandise of the highest quality, and its fame grew.

But serving distant markets with horses and wagons was slow and unsatisfactory, and the company hesitated to increase its territory. Its reputation for the best in meat products and prompt delivery was guarded jealously. And it hesitated to increase territory until distant customers could be served as efficiently as those close at hand.

Extends Into Five States.

So the company continued to deliver with plodding teams until it felt the time was ripe to discard them. In 1921 a new building was erected and horses and wagons were replaced by six trucks. From that time on its growth was rapid. Today Tower Brand products are finding increasing favor and expanding markets in five states.

The Wilmington Provision Co. now operates a fleet of 25 trucks, twelve of which make daily trips of about 220 miles in all kinds of weather. The remainder of the fleet is used for local deliveries in Wilmington and adjoining towns. Seventy daily deliveries are made in parts of New York, New Jersey, Delaware, Pennsylvania and Maryland.

Several types of bodies are used, but most of the trucks are equipped with either panel or open express bodies. The trucks range in size from light delivery to two-ton capacity, and were made by the International Harvester Co.

Competent mechanics are employed and drivers are instructed to report any mechanical defects promptly. One of the trucks has traveled 180,000 miles and is still in daily service. It rolled up 46,000 miles before it went to the shop for its first overhauling.

Watch "Wanted" page for bargains.



MEAT TRUCKS LOADING AT PLANT OF WILMINGTON PROVISION CO.

The Wilmington Provision Company's business has grown rapidly since trucks replaced horses and wagons. It now delivers in parts of New York, Pennsylvania, New Jersey, Delaware and Maryland. Some of the trucks travel 220 miles daily in all kinds of weather.

TRADE GLEANINGS

Bilt-More Packing Co., Inc., Wilmington, Del., has been incorporated with a capital stock of \$100,000.

The Gallaher Market slaughterhouse and packing plant, Hanford, Cal., have been destroyed by fire. The loss is estimated at \$65,000. Mr. Gallaher plans to rebuild.

Armour and Company recently opened a new killing plant at Jersey City, N. J., which has a capacity of 6,000 to 10,000 hogs per week. Cost of the building and equipment was \$400,000.

Plans for the second unit of the new Carstens Packing Co., Tacoma, Wash., provide for a cooler building, a fire-proof concrete structure 67 by 163 ft.

Contract has been awarded for the new \$20,000 meat packing plant of the Continental Packing Co., Ltd., at San Jose, Cal.

SWIFT OFFERS NEW ISSUE.

Swift & Company have announced a new issue of \$30,000,000 ten year 5 per cent gold notes, to be dated September 1, 1930, and to mature September 1, 1940. With the proceeds of this issue \$26,500,000 ten-year sinking fund notes, due October 15, 1932, will be refunded, being called for payment October 15, 1930, at 100% and accrued interest.

The new issue will be redeemable in whole or in part on any interest date at par plus a premium of one quarter of 1 per cent for each year between the redemption date and maturity.

Only \$25,000,000 of the notes will be publicly offered, the balance being placed privately.

In presenting this issue, it is pointed out that Swift & Company, incorporated in 1885, is one of the largest companies in the world engaged in the

production and sale of meats, their by-products and other foods. The company owns and operates 39 meat packing plants in the United States and Canada, 41 plants for the manufacture of other products and 80 produce plants for the manufacture of creamery butter and cheese and the collection of poultry and eggs.

PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on August 6, 1930, or nearest previous date, together with number of shares dealt in during the week, and closing prices on July 30, or nearest previous date:

	Sales	High	Low	—Close—
	Week ended	Aug. 6.	Aug. 6.	Aug. 6.
	Aug. 6.	Aug. 6.	Aug. 6.	Aug. 6.
Amer. H. & L.	100	4	4	4 3/4
Amer. Stores...	200	43	43	44
Armour A.....	7,700	5 1/2	5 1/2	5 1/2
Do. B.....	6,400	3 1/2	3 1/2	3 1/2
Do. Pfd.....	200	58	58	58 1/2
Do. Del. Pfd.	400	75	75	76
Beechnut Pack.	300	53 1/2	53 1/2	55 1/2
Chick. C. Oil...	600	20	20	20
Childs Co.....	1,400	53 1/2	53 1/2	53 1/2
Cudahy Pack...	600	40	40	39 1/2
First Nat. Strs.	3,000	55	54 1/2	55
Gen. Foods.....	14,400	55 1/2	54 1/2	54 1/2
Gobel Co.....	2,700	9 1/2	9	9 1/2
Gt. A. & P. 1st Pfd.	10	117 1/2	117 1/2	119 1/2
Do. New.....	20	210	210	205
Hormel, G. A...	30	28 1/2	28 1/2	30
Hygrade Food...	6,000	11 1/2	11 1/2	13 1/2
Kroger G. & B.	5,800	25 1/2	25 1/2	25 1/2
Libby McNeill...	2,600	14 1/2	14 1/2	15 1/2
McMarr Strs...	500	13 1/2	13 1/2	13 1/2
Morrell & Co...	900	53	53	54
Nat. Tea.....	400	28	28	27 1/2
Proc. & Gamb...	5,300	72 1/2	72 1/2	73 1/2
Rath Pack.....	50	20 1/2	20 1/2	20 1/2
Safeway Strs...	6,700	63 1/2	63 1/2	63 1/2
Do. 6% Pfd...	650	90	90	91
Do. 7% Pfd...	140	103	103	105
Strauss R. Strs.	5,700	18 1/2	17 1/2	18 1/2
Swift & Co. New	3,200	29 1/2	29 1/2	30 1/2
Do. Intl.....	1,350	34 1/2	34 1/2	34 1/2
U. S. Leather...	200	9 1/2	9 1/2	9 1/2
Do. A.....	100	18	18	18 1/2
Do. Fr. Pfd...	200	90	90	90 1/2
Wesson Oil.....	600	23 1/2	23 1/2	23 1/2
Do. Pfd.....	200	55	55	55 1/2
Do. 7% Pfd...	70	111 1/2	110 1/2	110 1/2
Wilson & Co...	2,900	4	4	3 1/2
Do. A.....	1,500	9 1/2	9 1/2	9 1/2
Do. Pfd.....	1,400	47 1/2	46 1/2	47

EMPLOYMENT INCREASES.

During June, 1930, there were 90,766 workers in 216 meat packing plants of the country, compared with 88,201 during the preceding month, according to the U. S. Department of Labor. This was an increase of 2.9 per cent. The amount of payroll during June, 1930 was \$2,423,552, compared with \$2,363,885 during May, 1930, an increase of 2.5.

TRANSPARENT WRAP IN TEXAS.

The Sylvania Industrial Corporation has completed sales agency arrangements with the Pollock Paper and Box Co. of Dallas, Tex. The Pollock Company will henceforth represent the Sylvania Corporation in the southwest territory in handling sales of its transparent cellulose, Sylphrap, and its recently-announced moisture proof transparent cellulose wrapping, Nymphrap.

HULL & DILLON PICNIC.

The annual picnic given by the Hull & Dillon Packing Co., Pittsburg, Kas., for its employees and their families, was held at the Pittsburg Country Club on August 6. The day's events were inaugurated with an address of welcome by Lewis Hull, president of the company. Following this were swimming contests, boxing matches, and the time-honored picnic games. A musical program and dance in the evening successfully concluded this second annual event, held under the auspices of the Hull Club.

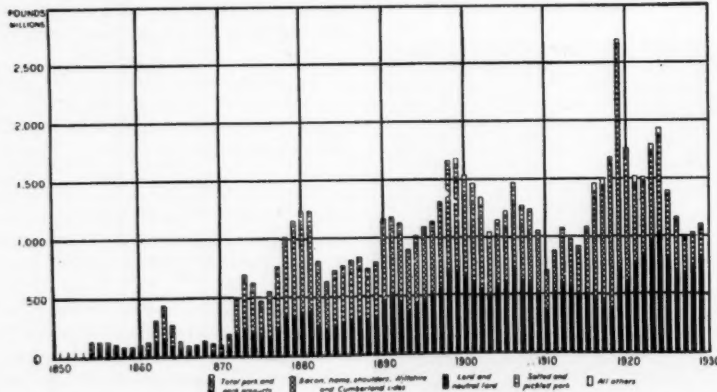
RUMANIAN MEAT EXPORTS.

Stimulation of animal and meat exports is the purpose of a law recently passed in Rumania authorizing the establishment of regional export syndicates, according to Department of Commerce report. These syndicates will enjoy special advantages, chiefly in the nature of reduced export taxes and freight rates, which will be granted by the Rumanian Council of Ministers.

NEW POLISH TARIFF DUTIES.

The Polish government has issued a decree, effective August 1, increasing tariff duties on meat products and lard, according to cabled advice to the U. S. Department of Commerce. The duty on lard has been increased from 50 zlotys to 100 zlotys per 100 kilos. The decree also states that, effective August 3, the Ministry of Finance will grant special permits covering the importation of "steam lard." These, when they have been obtained, will accord a reduction of 60 per cent from the new rate.

The rate on "fresh fat backs" is increased from 40 zlotys to 80 zlotys per 100 kilos. (It is not certain whether this means frozen or dry salt fat backs.) The rate on "smoked fat backs" is increased from 60 zlotys to 120 zlotys per 100 kilos. Shipments made before the effective date of the new rates (August 1) will be entered at the old rates.



UNITED STATES PORK PRODUCTS EXPORTS FROM 1854 TO 1929.

The above chart, prepared by the Bureau of Agricultural Economics of the U. S. Department of Agriculture, shows the net exports of total pork and pork products, including bacon and hams, lard and salted and pickled pork for each year from 1854 to 1929, inclusive.

The solid black portion of the columns represents the exports of lard and neutral lard; the cross-hatched portion, bacon, hams, shoulders, Wiltshires and Cumberland sides; those portions containing dots represent salted and pickled meats.

Exports of lard from the United States show a gradual upward trend, reaching their highest point in 1924.

Cured pork exports grew rapidly from about 1870 until 1902, at which time a decline set in. This has continued during the post-war years, and in 1928 exports of these meats were lower than any year since 1875.

Exports of pickled pork reached their peak in 1907. Since that time they have rapidly declined. They are now at about the same level as during the years immediately following the Civil War.

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Keeping Meats Moving

July livestock markets differed ma-
terially from those of a year ago, when
more hogs and cattle but fewer lambs
were received. Lighter receipts of the
month just ended were induced in part
by prices unsatisfactory to producers,
who realized that their live animals
could not command a high price on
markets from which the finished prod-
uct must move at levels well under
those of a year ago.

Demand has been good for meats
available, provided prices were low.
Cattle offered the most troublesome
situation, as only small increases in the
runs would result in glutted beef rails.
The let-up in buying was further ac-
centuated by a seasonal decline in con-
sumption, worse this July than in many
years owing to the excessive heat that
prevailed throughout the country.

Hog receipts at the 11 principal mar-
kets of the country were 1,945,000, com-
pared with 2,286,000 in July, 1929, and
with 1,954,000 in the same month of
1928. The receipts more nearly resem-
bled those for July in the pre-war years
than in most of the postwar years. In
the first seven months of 1930 there
have been received at these same mar-
kets 15,489,994 hogs, which is nearly
706,000 fewer than came in the same
months of 1929.

More than 100,000 fewer cattle were
received than arrived in July, 1929, but
for the seven-months period the re-
ceipts, at 5,188,606, were only 83,138
fewer than in the same period of 1929.

Some compensation in the total meat
produced during the month was offered
in the form of lamb which arrived in
large numbers, nearly 50,000 more
being received than in the same month
a year ago. In the first seven months,
892,000 more lambs were received at
these markets than in a similar period
of 1929.

The slow movement of feeder cattle
and sheep has had an influence on the
market, as the low price for finished
animals offered little incentive to the
feeder to take new stock into the coun-
try. Dry weather and uncertainty as
to crops have been influences.

It is anticipated that large numbers
of the "westerns," the runs of which
will soon start in earnest, will be in

the stocker and feeder classes. This,
together with plentiful supplies of all
grains with the possible exception of
corn, will be an incentive to further
feeding and will remove from the mar-
ket many surplus cattle.

The packing industry has had a hard
struggle in keeping beef and lamb
moving so that coolers could be cleared
as new supplies came along. With the
gradually improving conditions a
broader outlet is anticipated. But in
the meantime the industry has been
fortunate in being able to avoid ex-
pensive accumulations.

A Name for Frozen Foods

When is meat quick-frozen?

When first used the term "quick
freezing" was understood to mean
freezing in a short time at a low tem-
perature. Today it is being applied
to meats that have been frozen quickly
at low temperatures, and also to those
that have been frozen more slowly at
higher temperatures.

Its use to describe freezing methods
seems to have passed. Now it is used
to designate meats that have been
frozen in such a manner that large ice
crystals are not formed and the cells
are not broken, regardless of times and
temperatures.

If this becomes the generally-ac-
cepted understanding of the word, well
and good. But it then becomes incor-
rect as a distinguishing term for froz-
en fruits and vegetables.

For, it seems, regardless of low tem-
peratures and short freezing times, cell
rupture occurs when certain, and per-
haps all, fruits and vegetables are
frozen. And up to this time it has not
been discovered how this can be pre-
vented.

For this and other reasons it might
be advantageous for the meat industry
to abandon "quick-frozen" and use
another term or word with more poten-
tial merchandising value.

"Hard chilled" is a term used by
some who are merchandising frozen
cuts in consumer packages. It might
be applied to frozen fruits and vege-
tables as well as meat. The term
"frosted" is copyrighted by the inven-
tor of the Birdseye process, and can-
not be used by others.

Practical Points for the Trade

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Chicken with Bologna

An Eastern producer of delicatessen meat products says he has heard of chicken stuffed with bologna and asks how this is made. He says:

Editor The National Provisioner:

I have heard of a product entirely new to me but which I understand sells at a good price in sections where it is manufactured. This is chicken stuffed with bologna. Can you tell us how this product is made?

A Canadian manufacturer of fancy meats makes this and sells it to a wide trade and not to any particular class of people. His method of manufacture is as follows:

The uncooked whole carefully dressed chicken is stuffed with meat handled as follows:

To 50 lbs. of dry cure lean pork trimmings and 50 lbs. dry cure veal, in which 6 oz. of sugar has been used in curing each 100 lbs. of meat, add some brisket fat.

The pork and veal trimmings are ground through the fine plate of the grinder, then put in the silent cutter for 5 minutes. The meat is then taken to the mixer, the brisket fat which has been ground through the 3/16 in. plate added, also the following seasoning:

- 2 oz. paprika
- 2 oz. ginger
- 2 oz. coriander
- 4 oz. white pepper

Mix for about three minutes.

Stuff the chickens with this meat and put them in the smokehouse for 6 hours at a temperature of 160 degs. Then cook for four hours at 160 degs. and 2 hours additional at 170 degs.

This product is popular with the general trade. The smoked and cooked chickens are sold whole at around 50c a pound.

Points on Smoking Franks

Here are reasons why some sausage-makers have trouble with frankfurts taking color and with the product sliming quickly. They are suggested by Louis F. Busch, an old time sausage-maker.

As sausage must be kept cold during the process of mixing, stuffing and linking, when it enters the smokehouse this stored up cold must be dispelled under moderate heat with little or no smoke and plenty of draft. The product is sure to sweat as long as there is any cold remaining in it, so this should be fully drawn out before the temperature is raised and the smoke started.

A combination of cold air from the meats and a hot fire will produce a

steam-like vapor which parboils the casing or outer cover, causing it to swell and get soggy. When this condition exists the casing will not take color other than to become black, and moulds rapidly. Such sausages often have white spots which slime quickly.

Dry Off Thoroughly.

The first step for success, then, is to dry the product either by putting the trays or carriers under or next to a blower or fan for at least an hour, or to let the sausage dry off thoroughly in the smokehouse before the fire gets too hot. The casing will then become transparent and the color of the meat will show through.

It is understood, of course, that otherwise the product is made right, and has no faults such as becoming greasy at the least sign of exposure to heat.

When smoking sausage it is best to put all the product in at one time, as it is poor policy to have a lot of half done product in the smokehouse when fresh product is added. When this is done it is almost impossible to give all the sausages proper heat at the various stages, as the last to enter requires little heat while the first is requiring a good deal of heat.

Another reason for letting the product hang awhile in the smokehouse with just enough heat to dry it out is that salt and saltpeter must have time to act, since during the process of making, the sausage curing has been disturbed by the addition of ice, water, etc.

A Meat Loaf Delicacy

Have you ever tried furnishing the trade with a fancy macaroni and cheese loaf?

It's a specialty meat that is popular any time of the year, but especially so in the summer months.

Try THE NATIONAL PROVISIONER'S macaroni and cheese loaf formula and see if your trade does not like it.

Send a 2c stamp with request for reprint of the formula and directions which appeared in a recent issue, using the coupon below:

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago.

Please send me reprint of Macaroni and Cheese Loaf formula. I am a subscriber to THE NATIONAL PROVISIONER.

Name

Street

City

Enclosed find 2c stamp.

Dry Cure for Hams

How are hams dry cured? A packer wants to produce a strictly dry cure product, using no pickle either for pumping or for curing. He says:

Editor The National Provisioner:

We want to produce a nice dry cured ham. We do not want to pump these hams but want the cure to be entirely dry.

Can you give us instructions for handling the product?

Usually only a fancy ham is dry cured. Therefore the selection on the cutting floor is carefully made. The hams may be cured piled on a platform in the curing cellar, or if curing vats are available the curing may be done in these containers.

The curing mixture consists of

- 70 lbs. salt
- 25 lbs. sugar
- 5 lbs. of saltpeter or 4 lbs. nitrate of soda.

Mix these ingredients all together, being sure that they are thoroughly mixed before using.

Be sure that the hams to be cured are well chilled and that the bone temperature is not above 38 degs. F. Rub the face and ends of the hams with saltpeter. Then lay on boards for 24 hours. After this time, rub well with the curing mixture. Lay them on a platform close together, skin side down, 3 to 4 rows high.

Sprinkle some of the curing mixture over each layer of the hams. When the pile is finished cover with canvas or heavy paper to exclude the air.

After they have been in cure 5 days, rub each ham again with the mixture and re-stack. Let lay for 10 days, then rub and re-stack again. Let them remain for another 12 days, rub and re-stack as before, and leave until cured.

Following is the curing time for different average weights:

- 8 to 10 lb. hams will cure in 40 days
- 10 to 12 lb. hams will cure in 45 days
- 12 to 14 lb. hams will cure in 55 days
- 14 to 16 lb. hams will cure in 60 to 65 days.

When the hams are cured and ready to smoke, soak them for 6 to 8 hours in cold water. Then wash in hot water and hang on smoke trees. They should be allowed to dry fully before going into the smokehouse.

Smoke slowly at about 85 to 90 degs. for the first 12 hours, then raise the temperature to 115 degs. The hams should smoke for from 24 to 36 hours.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

Moisture in Cracklings

Trouble with grease shooting all over the place when cracklings are pressed is being experienced by a renderer using a 300 ton hydraulic press. He says:

Editor The National Provisioner:

We are using a 300 ton hydraulic press for pressing our cracklings, and we note that every time we go to pressing the fat squirts all over the place. Our operator claims it is the fault of the material, but inasmuch as we occasionally get material that does not behave in this manner we feel we are neglecting some operating point with which we are not familiar.

In practically every case when the trouble mentioned is present the fault can be traced to a too high moisture content in the material being pressed. The very fact that occasionally the trouble does not occur is an indication that the operator has no standard means of conducting operations.

If stock goes into the cooker one day and presses all right, there is no reason why the next day's pressing should vary, providing the material going to the cooker is the same.

The moisture content for best pressing results should be around 7 per cent. It would be well for this packer to run a few tests to ascertain just when this point is reached.

The material should be sampled as follows:

Draw off a sample from the sampling device and allow it to settle for about two or three minutes on the percolator. Then take some of this material between the thumb and forefinger, press both fingers together very hard, and at the same time rub them together. If the material rolls and forms little balls the moisture is still too high, and further cooking is required. But if it does not ball up, and stays in small grainy particles, then the material is ready.

It would be a good plan to install a thermometer on the cooker head and use this as a guide to ascertain when the material is about finished and ready for sampling. It will be necessary to check the material against the thermometer for a few days in order that the degree of heat can be checked and standardized against the condition of the material.

INEDIBLE ANIMAL FATS STUDY.

Inedible animal fats are of so much importance, not only as a by-product of the meat industry but because of the broad need for these fats among industrial consumers, that the possibility of further reclamation from sources now overlooked has been made the theme of a study made by the Food Research Institute of Stanford University, California.

The potential supply of the raw material from which these fats come is

believed to be immense. It includes not only packinghouse by-products but the carcasses and parts of carcasses of meat animals condemned as unfit for food, spoiled meats, trimmings and meat and fat wastes of meat markets, fallen animals, the by-product of poultry packing plants and kitchen waste.

This study includes an inquiry into federal, state and city meat inspection, the comparative advantages of each and the effect upon production of fats;

The sources and volume of animal by-product and waste, upon the farm or range, in the marketing of livestock, at slaughtering and meat packing establishments and in marketing and consumption;

Sources of tallow and grease and methods of rendering;

Volume and trends of production in the tallow and grease industry;

Comparative output of slaughterers and renderers;

The trend of slaughter and meat production under federal and local regulation and the rendering industry.

The effect of economic changes upon problems of meat inspection, the sanitary aspects of the present system of inspection and its economic consequences were studied.

Results of these studies and suggestions of remedies where needed are embodied in a volume entitled "Inedible Animal Fats in the United States, considered with special reference to sources of animal waste, the rendering industry, municipal reduction, and some effects of meat inspection," by L. B. Zapoleon, economist of the Food Research Institute of Stanford University. This book is one of the series of fats and oils studies.

The volume contains 353 pages, and is the most complete treatise on this rather obscure subject yet published.

How's Your Tank House?

Don't let inedible offal lie around the plant for hours before it goes to the tank.

If you do the place will smell to "high heaven."

Cook everything promptly.

Where the plant is small and accumulation slow, arrange the kill so that offal can get to the tank in a reasonable length of time.

Don't think, just because you don't notice the smell around your plant, that no one else does.

The tank house can give the whole plant a bad name if improperly operated.

Keep the plant cleaned up all the time. Then adopt modern means to overcome unpleasant odors unavoidable in processing.

Brands & Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

TRADE MARK APPLICATIONS.

Arnold Bros., Inc., Chicago, Ill. For sausage. Trade mark: NO SKIN. Claims use since May 25, 1929. Application serial No. 273,053.

NO SKIN

F. G. Vogt & Sons, Inc., Philadelphia, Pa. For meat products—namely cottage butts. Trade mark: VOGT'S within an oval. Claims use since March 1, 1930. Application serial No. 297,827.



TRADE MARKS GRANTED.

Kohrs Packing Co., Davenport, Ia. For sausage and cottage butts. Trade mark: CROWN. Filed February 6, 1930. No. 272,758.

Michael Feinberg, doing business as Feinberg Kosher Sausage Co., Minneapolis, Minn. For beef product made the same as bacon. Trade mark: BEEF-n-ETTE. Filed March 22, 1930. No. 272,766.

Kohrs Packing Co., Davenport, Ia. For lard, sausage and cottage butts. Trade mark: CROWN. Filed February 6, 1930. No. 272,435.

John Morrell & Co., Ottumwa, Ia. For canned ham. Trade mark: JIFFY. Filed March 3, 1930. No. 272,487.

Harry Williams, Nashville, Tenn. For mixed meat flavored with spices and other flavoring, put in a novel, attractive and useful casing similar to frankfurts. Trade mark: "HOT COPS." Filed April 26, 1929. No. 272,639.

LABELS.

Rath Packing Co., Waterloo, Ia. For cooked chicken. Title: RATH'S CHICKEN. No. 37,677.

Rath Packing Co., Waterloo, Ia. For cooked chicken. Title: RATH'S MILK FED CHICKEN WITH GELATINE. No. 37,678.

Is your question answered here?

“How’s BUSINESS?”

*Read your Business Paper
—and FIND OUT!*

“How’s business?” Morning, noon, and night—in the office, in the store—on the street, on the highway—it’s the most asked question.

“How’s business?” The merchant asks his customer—the salesman asks his prospect—the doctor asks his patient.

Every time it’s asked, it adds to alarm. Every time it’s answered, it adds to confusion.

Yet all the while the real answer is as near as your desk. *Look in your business paper.*

The editor of your business paper is the first man to know the trend that business is taking. He can foresee a decline. He can forecast an upturn. He knows how business is—*because it is his business to know.*

Across his desk the facts

of business pass day in, day out. He marshals them, organizes them, inspects them—casts out intruding rumors, lifts up significant truths—projects for you a picture of business as it is—and will be.

He does more—he helps you shape your plans to urgent present needs. He gathers reports of how others in your circumstances have increased sales; cut costs; reduced inventories; improved styling; found better, shorter, quicker ways to solve a thousand heckling problems.

Do you want to know how business really is—how soon it is going to be better? Read your business paper with a care you never gave it before. You will find there—briefly, intelligently, authentically—the answer to your question.



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THE ASSOCIATED BUSINESS PAPERS, INC.
TWO-NINETY-FIVE MADISON AVENUE . NEW YORK

A Page for the Packer Salesman

New Sales Methods

Are Necessary When Quality and Service Become Standardized

Meat plant production problems, in the main, have been solved. The packer who desires to make good products can do so. And, as one meat salesman says, most of them are doing it.

This situation, this salesman points out further, has eliminated the competition of quality in his territory. With most packers producing high quality products his best selling argument is gone, and he has had to devise new methods to get his share of the business.

Salesmen who are up against a similar situation may get some thoughts of value from this salesman's experience. He says:

Editor THE NATIONAL PROVISIONER:

I represent a small plant in a prosperous farming and manufacturing community. Our merchandise has long been noted for its high quality. The firm does business in a fair and square manner and renders good service to its customers.

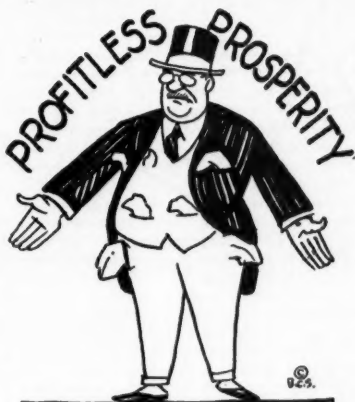
It used to be an easy task to sell the products of this firm in this territory. This is not true today. The reason is not that the character of the merchandise and service has been lowered. We are making better products today than we ever made.

We have six competitors. All of them are good concerns. They make good merchandise and they render good service. A few years ago we were an outstanding concern. Today, while we are widely and favorably known, it would be difficult to convince retailers that we have a monopoly on quality or service. Today any plant that desires to produce merchandise of quality can do so—and most of them are doing it.

The man in this territory who attempts to sell on the basis of quality alone will get nowhere. Meat sales are being made today, not alone on the strength of the company and its products, but on the ability of the salesman to make himself valuable to his customers and prospective customers.

Changing Merchandising Trend.

There is more need for a meat salesman to be an expert in merchandising, advertising and accounting than to possess sales ability. Selling still enters, of course, but it is more in line with convincing customers to add new items, doll up their stores, go after business more aggressively, conduct



MAN WHOSE MOTTO IS "VOLUME."

sales, etc., than actually taking orders for the items on the list. Today the salesman who can be of the most value to customers in a direct dollar and cents way is the one who is liable to get more than his share of the business.

The situation is a temporary one, I believe, and will soon change. In fact there are straws in the air that seem to indicate that a change is due and that it may come rapidly. We have gone about as far as we can under the old order of merchandising, it seems. Heretofore the meat plants have been concerned chiefly with selling the retailer. From now on it appears they will have to take their selling arguments direct to the consumer. They will have to build consumer demand.

Other salesmen with whom I have talked and who have sensed this changing merchandising trend fear that under the new order the salesman will not be the valuable aid he has been in the past. I don't agree with them. He will have his part in the scheme of things then as he has now. The only difference will be that the role will be more important and that more brains will be required to fill it. Order taking will have to give way to merchandising in the true sense of the word.

But there is this consolation: If more energy and ability will be required, the opportunities will be greater for the salesman who can hit the ball.

Yours very truly,
MEAT SALESMAN.

Do you want to help your retail customers improve their bookkeeping methods? Write THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

DON'T TRY TO READ MINDS.

How can a salesman tell what is in a buyer's mind? He can't read it, and it's dangerous to guess.

There are natural questions in every buyer's mind about the products you sell. And the answers to these questions form the key points in the making of a sale. They are vital things to him. Perhaps they express his objections—objections that can be overcome easily when you know them.

Once answered, the objections are removed and your sale is a clean sale, because your mind and the mind of the buyer are in perfect accord on the essential points concerning your product.

Let the buyer talk, but guide his talking into the proper channels. Letting him talk, in 99 out of 100 cases, removes the possibility of argument because you have found out exactly what is in his mind, and when it's your turn to talk you know what to say.

It's a distinct human trait to like to express your opinion and to say so when you think you are right—and after all, when you are talking with a buyer, it's his business you are discussing.

Meeting the buyer on an equal plane means just that. It doesn't mean high pressure; it doesn't mean taking the play away from him by smothering him with words. It means talk and let talk, so that reasonable discussion proves the value of your products and their profit to his business.

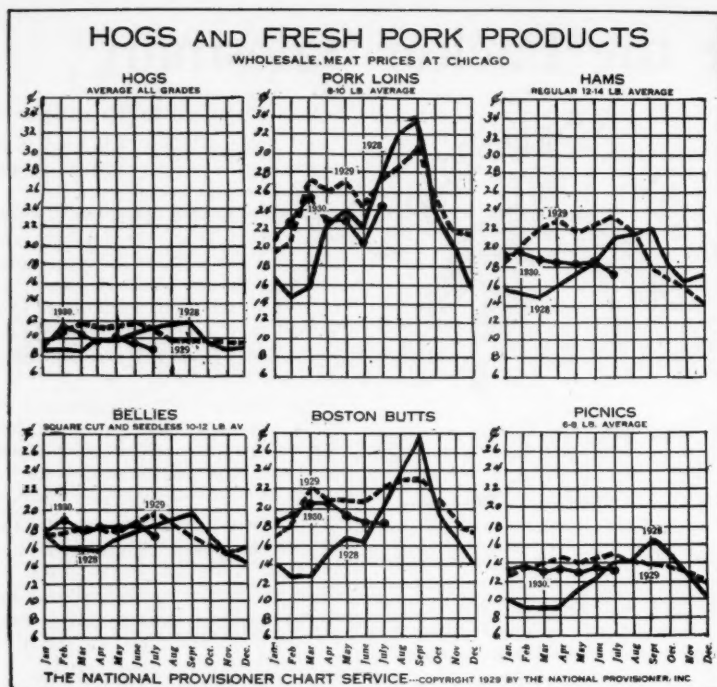
When the buyer says, "now, wait a minute!" take it as the danger signal with an argument ahead. Nine chances out of ten it means that you've talked more than your share. Do your share of the talking, but let the buyer help you!—Armour Magazine.

NEW IDEAS "PEP UP" SALES.

Every good meat salesman realizes that unless he is studying his territory and his customers and their businesses continually he will get into a rut. Nothing peps up sales like good ideas. It is like charging a run-down battery.

One of the best sources of good ideas is the advertising department. One salesman says he exchanges ideas with the advertising man at every opportunity and always manages to come away with facts that are helpful to him in his work.

Watch the "Wanted" page of THE NATIONAL PROVISIONER for bargains and business opportunities.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series show the trend of prices of fresh and cured pork products and live hogs at Chicago during the first seven months of 1930, compared with those of 1929 and 1928.

Weakness has been evident in the price level of all products with the exception of fresh pork loins. And the strength shown in these is largely in the lighter weight loins, which have ruled higher because they have been in supplies insufficient to meet a limited consuming demand for lighter weight cuts at higher prices.

This decline is not attributed to larger supplies but to a generally slow industrial situation which reached a low point in July. Demand has been good for pork meats but it has prevailed only at lower price levels.

Fresh Pork Products.

Pork Loins.—The price of some averages of pork loins was low during the month and at times all loins showed evidence of weakness. However, toward the latter part of the month the lighter averages made good advances, resulting in a considerably higher average price for the month. The market on the fresh cut city loins has been good generally but lower levels prevailed on the western shipped loins. Some 3,500,000 lbs. less of fresh pork loins were in the freezer on August 1 than on the same date a year ago.

Hams.—The demand for green hams has been somewhat limited but at the same time the production was light on most averages, particularly the lighter weights. Price weakness was evident throughout much of the month. Considerable activity developed toward the end of the month and this was especially true of boiling weights.

Bellies.—The month's average on green square cut and seedless bellies showed a downward trend, although there has been some good activity on

this commodity. The stocks of frozen bellies declined during the month and early indications are that supplies of green bellies on hand are approximately 40 per cent less than those on August 1, 1929.

Boston Butts.—This product evidenced little sympathy with the market on fresh pork loins, failing to show any upward trend during the month. The market has been dull and there have been fairly liberal offerings of frozen butts.

Picnics.—Green picnics were slow during the month and stocks showed

some gain over those of a month and a year ago. Supplies were fairly plentiful and demand was low. No great number of the heavier averages were boned out for sausage manufacture, as the cost of these fancy trimmings is too high to compete with other sausage materials, particularly beef.

Cured Pork Products.

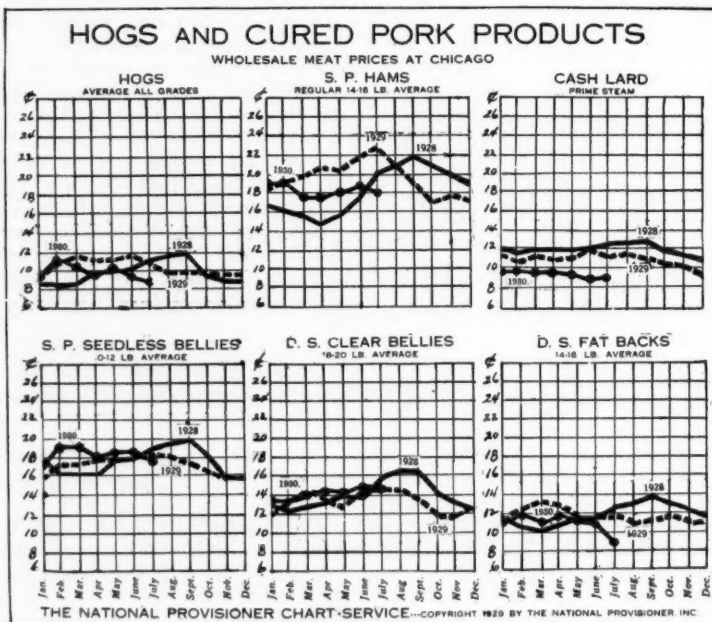
S. P. Hams.—There has been a good demand for cured hams but this has been at slightly lower price levels. Stocks of pickled hams have shown a steady decline and are well under those on hand July 1 of this year and August 1 a year ago. Skinned hams have been a little slower than regular hams, although the supply of skinned hams is slightly larger owing to the large number of heavier hogs in the runs for some time past.

Lard.—Lard prices showed little change during the month and there was a slight decline in stocks due primarily to lighter hog runs. Stocks on hand are about 25 per cent under those of a year ago.

S. P. Bellies.—The average price for this product was slightly lower during the month and very little trading was done on a carlot basis, the bulk of the activity being in the dry cured product. There was fairly heavy buying toward the latter end of the month and good price gains were evident.

D. S. Bellies.—Little average price change was evident in the market for D. S. bellies. There was a good deal of weakness shown during the middle of the month, but toward the end recovery was evident with a fairly broad trade and a firming up of prices. Stocks showed considerable gain during the past month but they are still well under those of a year ago.

D. S. Fat Backs.—While the price of fat backs is low, they are in a strong position because of very light supplies. Also there seems to be some bullish activity in foreign markets which should prove a strengthening factor.



Provision and Lard Markets

WEEKLY REVIEW

Market Higher—Feed Grain Excitement Effecting Values—Drought Serious—Live Stock Movement Affected.

The sensation of the week has been the advance in corn. This grain is now leading all the grain markets. The advances in price from the low point up to the middle of the week have added \$700,000,000 to the values of the crops. This is a tremendous showing, and while there are numerous and serious cases of individual localities which will be so badly affected as to make their financial position insecure, the general improvement to the values of the crops in the country is most important.

What the influence of the extraordinary drought will be on the movement of livestock to market is a problem. Undoubtedly there will be forced sales and quite possibly some break in prices, but the efforts of the government to help move these feedstuffs in and livestock out undoubtedly will be of material benefit to the individual sufferer.

There have been some rains this week, but while they have been locally helpful they have not been general enough up to the middle of the week to be a material factor. Rains are needed over the entire country, not only through the Corn Belt but in all the grazing sections both east and west.

Hog Slaughter Less.

The sensational advance in corn brought the market on Wednesday to 100½ for September corn. Just a year ago on July 29, September corn sold at 108½. This was practically the peak of the advance in the wheat market when September went up to 150½ and Winnipeg October wheat to 173 the same day.

The slaughter report for June had a very interesting statement regarding relative values of livestock. This showed that the June average cattle value was nearly \$2.00 a hundred lower than last year, calves slightly more than \$3.00 a hundred below, hogs \$1.00 below and sheep and lambs nearly \$3.00 below. What these prices mean to the country is very serious. With grain showing the remarkable recovery in values the past few days, it seems reasonable to expect that within a short time, possibly after the Fall marketing of livestock is over, there will be a gain in the price of livestock which will measurably reflect the additional cost of grain.

The monthly report of livestock and meat by the U. S. Department of Agriculture for May gives the total for the five months ending May. The slaughter of cattle decreased 61,000 for the six-months period, calves decreased 9,000, hogs decreased 1,700,000 and sheep and lambs gained 1,100,000.

The net change in the total meat and fat production was quite material as the loss in production from the swine slaughter was about 270,000,000 lbs. with some decrease in the total products of beef. The production of mutton and lamb showed an increase but only

in a small way offset the losses in other products.

Lard stocks at the principal western points for the month showed a total of 74,736,000 lbs., against 143,193,000 lbs. last year, and meats a total of 232,000,000 lbs., against 304,000,000 lbs. last year.

PORK—Trade was quiet in the East, but the market ruled steady. Mess at New York was quoted at \$30.50; family, \$33.50; fat backs, \$21.50@25.00.

LARD—Domestic demand was fairly good, and the market was strong. Prime western at New York, was quoted at \$11.25@11.35; middle western, \$11.10@11.20; city, 10½@10¾; refined continent 11¼c; South America, 11½c; Brazil kegs, 12½c; compound, car lots, 10½c; smaller lots, 10¾c.

At Chicago regular lard in round lots was quoted 5c under September; loose lard, 50c under September; leaf lard, 82½c under September.

BEEF—The warm weather made for a quiet demand in the East, but prices were steady. Mess at New York was quoted at \$22.00; packet, \$19.22; family, \$23.00@25.00; extra India mess, \$40.00@42.00; No. 1 canned corned beef, \$2.10; No. 2, \$5.50; 6 lbs. South America, \$16.75; pickled tongues, \$70.00@75.00 per barrel.

See page 41 for later markets.

Stocks at 7 Markets

Sharp declines in the stocks of all meats from those on hand a year ago are evident in the figures of the stocks at the seven principal markets of the country on August 1.

During July the stocks of pickled meats dropped more than 13,000,000 lbs., but those of dry salt meats showed

Better Hog Cut-Out Values This Week

Values of some of the major hog products increased during the week, due largely to small supplies. These increased values were especially apparent on the light weight cuts. Also there was some speculative strength in certain products due to the strength in surrounding markets, induced by the possibilities of a curtailed corn crop and other conditions growing out of the dry weather prevailing over different parts of the country.

During the week more strength was shown in the market for the heavier weight hogs than for light weights, the former showing an increase in price 10c to 15c higher than the increase on light weights.

However, the light weights continue to show a better cut-out value than the heavyweights. Light loins and bellies moved at higher levels during the week. The lard market also has shown considerable strength. The drought finally

succeeding in pulling this product out of the low price situation it has been in for a long time.

Stocks of all pork meats and of lard, with the exception of dry salt meats, at the seven principal markets of the country showed a decline from those of a month and a year ago. Slaughter during July was less than that of last July but slightly over the five-year average for the month.

Hogs continue to cut out fairly well, particularly the lighter weights. In the following cutting tests based on prices shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE for the first four days of the week at Chicago and live hog prices at the same point, the lightest average shows a slight cutting profit.

This test is worked out using standard costs and credits. With the light hog runs increased materially and where this overhead is figured closely, it is a question whether an actual profit could be shown. This demonstrates the importance of every packer substituting his own costs and credits, as well as yields, in working out his daily cut-out sheet.

	160 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$ 2.32	\$ 2.25	\$ 2.23	\$ 2.15
Pieces	.00	.00	.02	.04
Boston butts	.00	.00	.00	.00
Pork loins	2.56	2.29	1.76	1.30
Bellies	2.02	1.92	.97	.39
Bellies (D. S.)			.79	1.33
Fat backs (D. S.)			.37	.48
Plates and jowls	.10	.10	.10	.20
Raw leaf	.10	.21	.21	.21
P. S. lard, rend. wt.	1.27	1.48	1.22	1.17
Spare ribs	.11	.10	.10	.10
Lean trimmings	.12	.12	.12	.12
Rough feet	.03	.03	.03	.03
Tails	.02	.01	.01	.01
Neck bones	.04	.03	.03	.03
Total cutting value	\$10.20	\$9.94	\$9.31	\$8.75
Total cutting yield	65.50%	66.75%	68.50%	70.00%
Crediting edible and inedible killing offal to the above total cutting values and deducting from these the live cost plus all expenses, the following results are shown:				
Profit per cwt.	\$.04			
Profit per hog	\$.07			
Loss per cwt.		\$.00	\$.48	\$.59
Loss per hog		\$.18	\$ 1.13	\$ 1.70

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a gain of nearly 4,000,000 lbs. The latter, however, are less than 60 per cent of the stocks of a year ago.

Lard stocks are practically 60,000,000 lbs. below those of last year at this time, and although inspected slaughter during July was slightly higher than the 5-year average for July, the stocks of lard declined slightly.

In all kinds of pork meats there is evidence of a good consumptive demand but at moderate prices. Only the size of the hog runs has made present prices for live hogs possible. Had hog runs been heavy there seems little doubt but that the hog market would have suffered the same penalty that has been imposed on the cattle market, even though pork is usually recognized as the workman's meat.

Owing to the light stocks on hand the industry is in position to adjust itself quickly to any considerable change in supplies of raw materials or to improvement in buying power.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on July 31, 1930, with comparisons, as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	July 31, '30.	June 31, '30.	July 31, '29.
Tot. S. P. meats	165,780,175	178,918,748	197,212,288
Tot. D. S. meats	48,130,547	42,487,478	84,064,737
Tot. all meats	232,233,979	239,559,673	303,910,164
P. S. lard	59,557,306	60,754,366	114,406,264
Other lard	25,069,416	24,435,505	27,887,987
Total lard	84,626,722	85,209,961	142,294,251
S. P. reg. hams	47,890,912	53,751,195	61,245,947
S. P. sknd. hams	48,062,849	48,537,413	51,606,365
S. P. bellies	40,907,846	50,654,062	58,655,016
S. P. picnic	27,738,774	25,440,583	24,712,679
D. S. bellies	32,396,373	28,838,406	62,780,408
D. S. fat backs	12,558,332	13,548,113	17,877,365

MAY MEAT CONSUMPTION.

Federally inspected meats apparently available for consumption in May, 1930, with comparisons, as reported by the U. S. Bureau of Agricultural Economics:

	Consumption, Lbs.	Per capita consumption, Lbs.
May, 1930	424,000,000	3.5
Apr., 1930	393,000,000	3.2
May, 1929	417,000,000	3.4
PORK AND LARD.		
May, 1930	598,000,000	4.9
Apr., 1930	568,000,000	4.6
May, 1929	623,000,000	5.1
LAMB AND MUTTON.		
May, 1930	54,000,000	.44
Apr., 1930	55,000,000	.45
May, 1929	47,000,000	.39
TOTAL MEATS.		
May, 1930	1,076,000,000	8.8
Apr., 1930	1,017,000,000	8.3
May, 1929	1,087,000,000	9.0

CASINGS IMPORTS AND EXPORTS.

Imports and exports of casings, May, 1930, are given by the U. S. Department of Commerce as follows:

IMPORTS.		Others.*	
Sheep, Lamb & Goat, Lbs.	Value.	Lbs.	Value.
Denmark	80 \$ 94	14,560 \$ 204	
France	1,014 384		
Germany	1,632 3,123	46,112 15,503	
Netherlands	960 698	1,949 1,408	
Rumania	992 402		
Sov. Rus. In			
Europe	25,066 88,571		
Spain	156 278		
United King.	400 1,328	7,506 1,125	
Canada	61,007 79,373	95,322 20,950	
Mexico	7,418 7,531		
Argentina	170,071 147,038	549,224 137,875	
Brazil		42,905 10,555	
Chile	175,209 43,531	2,019 348	
Uruguay	18,800 12,570	133,160 28,929	
Aden	270 183		
China	52,639 67,817	66,945 26,764	
Iraq	8,587 10,771		
Kwantung	1,720 1,273		
Persia	29,011 41,965		
Syria	2,300 8,580		
Turkey	12,685 24,977	1,500 391	
Australia	160,277 157,933	161,959 51,818	
New Zealand	331,700 355,620	405 305	
Africa	2,196 1,882		
Alg. and Tunisia	1,813 1,452		
Morocco	3,766 7,538		
Total	1,070,398 1,074,521	1,124,466 296,154	

*Includes hog casings from China, Russia, etc.

EXPORTS.		Beef Casings.	
Hog Casings, Lbs.	Value.	Lbs.	Value.
Belgium	35,006 \$ 9,824	74,919 \$ 8,807	
France	1,699 300	29,094 3,108	
Germany	270,487 30,248	519,347 54,171	
Italy	4,026 1,020	21,508 1,350	
Netherlands	21,119 1,413	79,318 8,981	
Spain	21,015 6,531	110,981 7,818	
Sweden	4,273 1,205	25,731 3,273	
Switzerland	1,345 528	54,571 7,380	
United King.	339,587 107,887	16,071 4,057	
Canada	40,555 4,799	15,503 3,073	
Mexico	80 59		
Newfoundland & Labrador	701 208		
Bermudas	828 630		
Cuba	156 60		
Argentina	2,580 1,839		
Colombia	192 62		
Java & Madura		640 50	
Philippine Islands	6,525 2,213		
Australia	176,394 82,322		
New Zealand	20,215 13,939		
Union of So.			
Africa	10,639 4,890		
Total	984,032 290,047	951,375 101,856	

Shipments from the United States to Hawaii: Hog casings, 1,235 lbs., \$407 value; beef casings, 444 lbs., \$90 value.

Exports of other casings: Germany, 41,701 lbs., \$5,294 value; Italy, 6,151 lbs., \$584 value; Sweden, 6,056 lbs., \$590 value; United Kingdom, 12,341 lbs., \$7,380 value; Canada, 20,164 lbs., \$1,175 value; Panama, 95 lbs., \$160 value; British West Indies, 100 lbs., \$11 value; Cuba, 2,140 lbs., \$348 value; Colombia, 190 lbs., \$225 value; Japan,

2,220 lbs., \$540 value; Finland, 7,500 lbs., \$560 value. Total, 98,658 lbs., \$16,867 value.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended August 2, 1930:

HAMS AND SHOULDERS INCLUDING WILTSHIRES.

	Week ended—	Aug. '30
	Aug. 2, 1930.	Aug. 26, 1929.
	M lbs.	M lbs.
Total	2,056 1,745	2,235 81,897
To Belgium	13 8	1,356
United Kingdom	1,933 1,320	66,335
Other Europe	6 9	547
Cuba	1 18	14 2,927
Other countries	103 399	255 10,732

BACON, INCLUDING CUMBERLANDS.

	Week ended—	Aug. '30
	Aug. 2, 1930.	Aug. 26, 1929.
	M lbs.	M lbs.
Total	1,131 2,231	1,990 70,010
To Germany	83 153	152 3,700
United Kingdom	843 1,459	1,584 37,381
Other Europe	145 481	170 16,575
Cuba	60 4	20 7,816
Other countries	90 134	43 4,538

LARD.

	Week ended—	Aug. '30
	Aug. 2, 1930.	Aug. 26, 1929.
	M lbs.	M lbs.
Total	6,216 10,113	10,083 424,330
To Germany	992 3,532	1,977 78,947
Netherlands	456 728	597 28,499
United Kingdom	3,649 2,741	4,421 151,587
Other Europe	449 239	563 45,330
Cuba	678 1,270	1,011 45,628
Other countries	1 1,603	1,514 73,241

PICKLED PORK.

	Week ended—	Aug. '30
	Aug. 2, 1930.	Aug. 26, 1929.
	M lbs.	M lbs.
Total	17 347	109 18,362
To United Kingdom	5 59	3 1,933
Other Europe	2 4	63 29,094
Canada	2 123	61 4,761
Other countries	8 161	42 10,559

TOTAL EXPORTS BY PORTS.

	Week ended Aug. 2, 1930.	Picked pork, M lbs.
	Hams and shoulders, M lbs.	Bacon, M lbs.
Total	2,056 1,131	6,216 17
Boston	41 2	4 2
Detroit	1,989 477	1,160 5
Port Huron	316 119	1,453
Key West	1 1	678 8
New York	9 533	2,915 2
Philadelphia		6

DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.
Exported to:		
United Kingdom (Total)	1,933 843	
Liverpool	1,134 653	
London	443 151	
Glasgow	203 39	
Other United Kingdom	153 39	
Exported to:		
Germany (Total)	992 938	
Hamburg		938
Other Germany		56

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended August 2, 1930, amounted to 5,605 metric tons, compared with 4,694 metric tons for the same period of 1929.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW — After experiencing a period of quietness the early part of the week, tallow in the East took on a weaker undertone under liquidation. It is estimated that upwards of 1,000,000 lbs. had been sold to leading soapers on the basis of 5½¢ for extra f.o.b. New York. There was little or nothing to account for the markets action except that buyers had refused to follow upturns.

The strength in other commodities had very little effect, although the serious losses in the corn crop might ultimately have a very important bearing on tallow and greases of all kinds. An unsteady tone in competing quarters cut some figure, but throughout the grease list there was no demand of importance until lower levels were established in tallow.

Some question whether or not consumers are carrying stocks at present as large as they were a few months ago. It was apparent, however, that supply and demand at the moment are ruling the market.

At New York, special loose was quoted at 5½¢; extra, 5½¢; edible, 6¼¢ nominal.

At Chicago the market was rather steady on tallow, but there was no particular trading in evidence, although strength in surrounding markets was expected to prove a stimulating factor later on. Inquiries were fairly good at all consuming points and offerings generally light. At Chicago, edible was quoted at 6½¢; fancy, 6½¢@6¼¢; prime packer, 6¢; No. 1 5½¢@5½¢; No. 2, 4¼¢@4¼¢.

There was no auction at London this week. At Liverpool, Australian tallow was unchanged. Fine was quoted at 30s 9d and good mixed at 30s.

STEARINE—The market was rather quiet but steadily held in the East. Oleo was quoted at 8¼¢. In the West the market was dull and steady, with oleo quoted at 8¢ at Chicago.

OLEO OIL—The market was rather quiet but steady. There was a little more inquiry at New York where extra was quoted 10¢@10½¢; medium, 9¢@9½¢; lower grades, 9¢@9½¢. At Chicago, demand was fair and the market steady, with extra at 9¼¢.

See page 41 for later markets.

LARD OIL—While hand-to-mouth demand was in evidence, the market was steady with firmness in raw materials. At New York, edible was quoted at 12¢@13¢; extra winter, 10½¢; extra, 10½¢; extra No. 1, 10¢; No. 1, 9½¢; No. 2, 9½¢.

NEATSFOOT OIL—Hand-to-mouth buying was reported in this market, but the tone was steady. Pure oil at New York was quoted at 12¢; extra, 10¢; No. 1, 9½¢; cold test, 16¼¢.

GREASES—A rather quiet trade prevailed in the grease market. More or less routine interest was in evidence and a rather steady undertone existed. Offerings were moderate. Buyers, however, were bidding under the market in some cases, and the trade appeared

to be awaiting developments. The serious losses in feed grains attracted some attention, and while having very little effect on greases at the moment, might readily become an important factor later in the year. The western market was quiet and steady, but tallow in the East was unsteady. This had a tendency to check buying power.

At New York, yellow and house were quoted at 4¼¢@5¢; A white, 5½¢; B white, 4¼¢; choice white, 5½¢@6¢ nominal.

At Chicago, the market was rather steady, although no particular trading was noted. Fairly good inquiries were in the market at times, but offerings generally were light. At Chicago, choice white was quoted at 5½¢@5½¢; A white, 5½¢; B white, 5½¢; yellow 5½¢@5½¢; brown, 4¼¢@4¼¢.

EASTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

New York, Aug. 6, 1930.—Business is rather quiet in both fertilizer and feeding materials at the present time.

Last sales of ground tankage were made at \$3.00 and 10c, and unground tankage sold at the same price, basis, f.o.b. New York and nearby points. Some sellers are asking \$3.10 and 10c but no doubt bids would be considered.

The last sale of ground dried blood was at \$3.00 per unit, f.o.b. New York. Stocks are light, and some sellers have even sold at this price for future delivery.

While the present quotation on unground dried fish scrap is \$3.75 and 10c, there is very little material being offered at this figure because the production has been light. The producers feel that they should get more money because crude Menhaden fish oil is selling at such low prices. Last year at this time, the price of oil was about 42c per gallon, while today it is offered at 27c per gallon, f.o.b. buyer's tank cars, Baltimore.

Sulphate of ammonia is being offered at \$32.00 per net ton basis ex vessel North Atlantic ports, for shipment prior to August 15th. This is domestic material, and the domestic producers are not quoting in general for future delivery. This price just about meets the price of the foreign offerings.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Aug. 1, to Aug. 6, 1930, totaled 1,628,940 lbs.; tallow, 140,000 lbs.; greases, 244,000 lbs.; stearine, 4,000 lbs.

Watch the "Wanted and For Sale" page for business opportunities or bargains in equipment.

By-Products Markets

Chicago, August 7, 1930.

Blood.

Sales have been made at \$3.00 Chicago. South American nominally \$3.25 c.i.f. Chicago.

	Unit
	Ammonia.
Ground and unground	\$2.75@3.00

Digester Feed Tankage Materials.

Offerings are not large, but buying interest is lacking. Sales have been made at \$2.75@3.00.

	Unit
	Ammonia.
Unground, 11½ to 12% ammonia	\$2.85@3.00 & 10
Unground, 6 to 8% ammonia	2.85@3.00 & 10
Liquid stick	2.75@3.00
Steam bone meal, special feeding,	
per ton	\$8.00@40.00

Fertilizer Materials.

Little interest is being shown in fertilizer materials. Inquiries are scarce.

	Unit
	Ammonia.
High grd. ground, 10@11% am.	\$ 2.70@ 2.90 & 10
low grd., and ungr., 6-9% am.	@ 2.50 & 10
Soft pred. beef, ac. grease & quality	16.00@18.00
Hoof meal	@ 2.75

Cracklings.

There is little activity and the market is unchanged. Producers are offering at 80c.

	Per Ton.
Hard pressed and exp. unground, per	
unit protein	\$.75@ .80
Soft pred. pork, ac. grease & quality	50.00@55.00
Soft pred. beef, ac. grease & quality	40.00@45.00

Bone Meals (Fertilizer Grades).

The bone meal market is showing little activity. Quotations are nominal.

	Per Ton.
Raw bone meal for feeding	\$31.00
Steam, ground, 3 & 50	27.00@28.00
Steam, unground, 3 & 50	25.00@26.00

Gelatine and Glue Stocks.

Market continues featureless. Few offerings are being made. Buyers show little interest.

	Per Ton.
Kip stock	\$35.00@38.00
Calf stock	42.00@45.00
Hide trimmings	30.00@32.00
Horn piths	29.00@32.00
Cattle jaws, skulls and knuckles	30.00@31.00
Skins, piths	30.00@32.00
Pig skin scraps and trim., per lb.	3¼ @ 4c

Horns, Bones and Hoofs.

	Per Ton.
Horns, according to grade	\$85.00@100.00
Mfg. shin bones	50.00@ 70.00
Cattle hoofs	25.00@ 30.00
Junk bones	17.00@ 18.00

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

Animal Hair.

There is practically no interest. The market is easier, but no sales are reported.

Coil and field dried	1¼@ 1½¢
Processed, grey, summer, per lb.	.2 @ 2½¢
Processed, grey, winter, per lb.	@ 4c
Cattle switches, each*	1½¢@ 2½¢

* According to count.

THE KENTUCKY CHEMICAL MFG. CO., Inc.
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Buyers of Beef and Pork Cracklings
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COTTONSEED HEARINGS RESUME.

Cottonseed price hearings being held by the Federal Trade Commission in a number of Southern cities in continuation of those started in Washington, D. C., early in June, resumed in Birmingham, Ala., during the week beginning August 4.

Several ginner of Huntsville, Ala., whose complaints were among those which led to the senate resolution authorizing the hearings, were among those heard. Charges were made that cottonseed prices in Alabama are controlled by cotton oil mills.

E. T. Allen, of Swift & Company, Montgomery, was one of those presenting the cotton oil mills' side of the question. He said that, in his opinion, a spread of \$14.50 per ton between the price paid the farmer for seed and the price of the products is necessary, if the mill is to make a profit of 5 per cent on the investment.

Mr. Allen further pointed out that many investigations to which the oil mill industry has been subjected have come at a time when the mills were struggling for their very existence. He was of the opinion that many of the complaints came from disappointed seed dealers when market levels were low. He explained why cottonseed prices dropped from \$48 per ton in December, 1928, to \$33 per ton at the same date in 1929. He said that at the beginning of the present season last September cottonseed product values were slightly above the values at the same time the previous year, but soon changed.

W. P. Monroe, owner of an oil mill at Huntsville which has been idle for several years, said that he borrowed money from the oil mills with which to buy cottonseed. He said that in some instances oil mill operators would offer him a certain price for his seed with the advice that the price would fall the next day, and that it always did fall. Other witnesses from the same section charged that oil mills respected each other's territory and would not bid against each other.

COTTONSEED RULES PUBLISHED.

Rules governing transactions between members of the National Cottonseed Products Association, as revised and adopted at the 34th annual convention of the association held at New Orleans, La., May 12, 13 and 14, 1930, have been issued in the usual book form. Included with the rules are the charter and by-laws of the association.

The 308 rules of the association are divided under the following chapter headings: general rules; definition of words; definitions of grade and quality; adjustments and permissible variation as to grade, quality and quantity; brokers; packages; performance of the contract; remedies for breach of contract; inspectors; sampling; weighing; chemists; methods of chemical analysis; claims; arbitration; and trading rules for imported oils.

At a special meeting of the executive committee, held at Memphis, Tenn., July 25 and 26, changes were made in rules 140 and 240. The former relates to allowable discounts and the latter to methods of sampling. These changes have been sent out on stickers to each holder of a copy of the official rules to be placed in the book for future use. Under date of August 2, a letter to the membership transmits these stickers and calls attention to a number of minor corrections which have been made.

MARGARINE MATERIALS USED.

Oleomargarine produced and the materials used in its manufacture during June, 1930, with comparisons, were as follows, according to the U. S. Bureau of Internal Revenue:

Ingredients of uncolored margarine:	June, 1930. Lbs.	June, 1929. Lbs.
Butter	98,750	192,775
Cocoanut oil	11,498,899	11,674,104
Corn oil	352	1,903,477
Cottonseed oil	1,781,674	1,903,477
Derivative of glycerine	8,955	1,600
Edible tallow	230	62
Lecithin	62	43
Lettsene concentrate	43	5,787,175
Milk	5,787,175	1,715
Mustard oil	1,715	630
Neutral lard	945,080	1,402,912
Oleo oil	2,504,221	3,437,207
Oleo stearine	505,778	505,734
Oleo stock	89,536	70,518
Palm oil	20,588	75,742
Peanut oil	387,372	390,636
Salt	1,754,387	1,870,503
Soda (Benzonate of)	6,240	7,403
Soya bean oil	190,913	.....
Total	25,562,069	27,717,357
Ingredients of colored margarine:	June, 1930. Lbs.	June, 1929. Lbs.
Butter	2,580	2,236
Cocoanut oil	295,670	354,616
Color	1,132	1,079
Cottonseed oil	100,076	150,430
Derivative of glycerine	10	.....
Milk	287,067	368,401
Neutral lard	107,780	153,111
Oleo oil	240,285	335,979
Oleo stearine	11,500	18,398
Oleo stock	8,828	18,650
Palm oil	20,393	17,990
Peanut oil	12,284	15,802
Salt	78,673	98,150
Soda (Benzonate of)	84	137
Soya bean oil	291	.....
Total	1,166,752	1,515,978
Total ingredients for colored and uncolored	26,728,851	29,233,035

JUNE MARGARINE PRODUCTION.

Actual figures for the production of margarine during June, 1930, with 1929 comparisons, are reported by manufacturers to the U. S. Department of Agriculture as follows:

	June, 1930. Lbs.	June, 1929. Lbs.
Uncolored	21,000,190	23,064,734
Colored	905,746	1,210,847
Total	21,905,936	24,275,581

HULL OIL MARKET.

Hull, England, Aug. 6, 1930. — (By Cable.)—Refined cottonseed oil, 30s 6d; Egyptian crude cottonseed oil 27s 9d.

SHORTENING AND OIL PRICES.

Prices of shortening and salad and cooking oils on Thursday, Aug. 7, 1930, based on sales made by member companies of the Shortening and Oil Division of the National Cottonseed Products Association, were as follows:

Shortening.	Per lb.
North and Northeast:	
Carlots, 26,000 lbs.	@10½
3,500 lbs. and up.	@10½
Less than 3,500 lbs.	@11½
Southeast:	
3,500 lbs.	@10
Less than 3,500 lbs.	@10½
Southwest:	
Carlots, 26,000 lbs.	@10
10,000 lbs. and up.	@10½
Less than 10,000 lbs.	@10½
Pacific Coast:	@11½
Salad Oil.	
North and Northeast:	
Carlots, 26,000 lbs.	@10½
5 bbls. and up.	@10½
1 to 4 bbls.	@11½
South:	
Carlots, 26,000 lbs.	@ 9½
Less than carlots.	@10½
Pacific Coast:	@10½

Cooking Oil—White.
½¢ per lb. less than salad oil.

Cooking Oil—Yellow.
½¢ per lb. less than salad oil.

UNILEVER IN NORWAY.

The Norwegian government has sanctioned the combination of two Norwegian oil companies with Unilever Ltd., London. An official order authorizes the Denofa Company and the Lilleborg Mfg. Co. to issue further stock and to acquire property in connection with their agreement with Unilever. At the same time the two Norwegian companies are required to maintain their production in Norway and also to export.

Another agreement has been sanctioned which is between Unilever and the two companies on the one hand and the Norwegian butterine industry on the other. Under it the margarine union agrees not to acquire either directly or indirectly interest in Norwegian butterine concerns, with the exception of the Agra Company.

This move is said to be in the direction of organization and rationalization of the chief consumers of whale oil, on which it is hoped that fairly reasonable prices can be maintained in future.

COPRA PRODUCTION INCREASES.

Total copra production increased in 1929 and total shipments set a new record of 918,398 tons, compared with 905,398 tons in the previous year, according to the U. S. Bureau of Agricultural Economics.

Imports of copra into the United Kingdom, Germany, France and the Netherlands in 1929 show an increase over 1928. In 1929, the United States imported 254,880 tons of copra; in 1928, 223,652 tons. In addition to the copra, the United States also imported 183,900 tons of cocoanut oil in 1929, against 129,750 tons in 1928. Of the shipments of cocoanut oil to the United States, 99 per cent comes from the Philippine Islands. The cocoanut oil reported from Ceylon goes to the United Kingdom, Italy, and India.

The Blanton Company
ST. LOUIS
Refiners of
VEGETABLE OILS
Manufacturers of
SHORTENING
MARGARINE

Vegetable Oil Markets

WEEKLY REVIEW

Trade Moderate—Market Stronger—Outside Advance Helpful—Shorts Covering—Cotton Reports Mixed—Drought Continues—Scattered Rains Helpful—Lard Strong.

There was some improvement in the volume of trading in cotton oil futures on the New York Produce Exchange the past week, and a stronger market developed. Prices bulged nearly $\frac{1}{2}$ c lb. from the recent lows under the influence of scattered buying and covering, strength in the western lard and grain markets and a lack of offerings. Commission house buying, particularly by interests with western wire connections, took the surplus out of the ring, and with no new hedging pressure in evidence, a scarcity of contracts prevailed which scared a good many of the local shorts into covering and ran the market into stop-loss orders.

Bulges in cotton, at times, was helpful, but the latter market was nervous and irregular with crop reports mixed. There were some beneficial showers in sections of the belt, but over important areas heat and drouth continued. What influence the latter will have on cotton production remains to be seen. Some oil men contend that a study of the cotton crop during years of small corn production, showed that a large cotton crop was raised during the small corn crop years.

Whether this will prove true this year may be for more or less uncertainty, but at least the bears were less aggressive. Although the locals were inclined to fight the bulges at times, they ran rather quickly when commission house support made its appearance.

Lard Goes to New High.

A good part of the upturn was undoubtedly traceable to the unusual strength in the corn market. The heat and drought over the Corn Belt, it is estimated, has damaged the crop some 400,000,000 to 500,000,000 bushels and has made for a situation which demands considerable thought as far as cotton oil is concerned, regardless of the ultimate cotton production.

A scarcity of old corn and the pos-

sibility of the smallest new corn crop in 15 or 20 years has brought about a condition where farmers were said to be feeding wheat and other grains to livestock. This operation is being encouraged by government and agricultural officials in the hope of cutting down the surplus supply of wheat and minimizing the serious situation of the new corn crop.

It is argued that feeding wheat and other grains to hogs will have a tendency to reduce the weight of lard per hog, and should such a situation arise

cotton oil should benefit somewhat thereby. Already reports have it that millions of bushels of other grains are being fed other than corn, so that speculative activity in lard has revived for the first time in months. The lard market advanced rather sharply, December and the later deliveries at Chicago going to new season's highs this week.

Cash Oil Trade Fair.

Climatic conditions in both the corn and cotton belts the next month will exert considerable influence in the oil market. Cash oil demand was rather moderate, and a fair routine trade was passing. Refiners reported good deliveries against old contracts.

A feature that has entered the general business situation, following the upturn in grains this week, was more or less general discussion regarding the small stocks of all commodities being carried in all quarters. Some fear this might eventually result in a buyers' panic. At least while the losses in corn in bushels are apparently very severe, the advance in the grain markets has more than compensated the country for the losses, the advance, it being figured, amounting to about \$700,000,000 from the low point.

Crude oil, after selling down to $\frac{6}{8}$ c in the Valley and meeting with a scarcity of offerings at that level, rebounded to 7c sales in the Southeast, with Valley $\frac{6}{8}$ @7c and Texas quoted at $\frac{6}{8}$ c bid.

The private cotton crop estimates ranged from 13,412,000 bales to 15,004,000 bales, and the average of nine reports being 14,133,000 bales. It was anticipated that the government would discount, to some extent, in the coming report, the lack of important amounts of weevils in the South, as well as discount the droughty conditions. The latter, it was figured, would offset the weevil situation. At the same time it was argued that while a crop of around 14,000,000 bales may prove sufficient for the cotton trade, such a production would make oil extremely reasonable at the present levels because oil distribution kept up throughout the past season notwithstanding the business depression.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Aug. 7, 1930.—The oil market hesitated early in the week when the impression prevailed that the advance in grains and lard was temporary and would not hold. Later, however, following government reports on drought areas, cotton oil advanced rapidly and crude oil is up from $\frac{6}{8}$ c Texas to 7c for the week, with large advances in cake, meal, and hulls. This makes the mills reluctant to sell further quantities of products until seed moves more freely. Many are likewise awaiting the government crop report on the eighth. Much better demand has come into the market for refined oil, and considering that lard has advanced $\frac{2}{4}$ c per lb. from the low, while cotton oil has only gone up about $\frac{1}{8}$ c, traders feel that there is plenty of room for further advance in oil, unless the crop should be larger than now expected.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Aug. 7, 1930.—Crude cottonseed oil is very dull, with 7c bid; 41 per cent protein meal, \$37.00 bid; loose cotton seed hulls, \$6.50. There is very light trading in all products. The weather is still hot and dry.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Aug. 7, 1930.—Prime cottonseed oil $\frac{6}{8}$ @ $\frac{6}{8}$ c; all other commodities nominal.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company
Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

COTTONSEED OIL—Market transactions at New York:

Friday, August 1, 1930.

Old	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Spot				780 a
Aug.				790 a
Sept.	1400	807	795	807 a
Oct.	100	810	810	810 a
Dec.				802 a 809
New				
Nov.				730 a 760
Dec.				750 a 750
Jan.				755 a 770
Feb.				760 a 779
Mar.	33	780	775	780 a
Apr.				785 a 791

Sales, including switches, Old 1,500 bbls., New 33 Contracts. Crude S. E. Unquoted.

Saturday, August 2, 1930.

Old				
Spot				790 a
Aug.				790 a
Sept.	2900	809	804	803 a 806
Oct.	1600	807	805	804 a 805
Dec.	200	802	800	800 a 803
New				
Nov.				725 a 760
Dec.				745 a 760
Jan.				750 a 770
Feb.				750 a 780
Mar.				776 a 780
Apr.				785 a 790

Sales, including switches, Old 4,700 bbls., New NIL Contracts. Crude S. E. Unquoted.

Monday, August 4, 1930.

Old				
Spot				810 a
Aug.	200	818	815	815 a
Sept.	400	811	811	817 a 822
Oct.	1100	836	826	826 a 836
Dec.				815 a 830
New				
Nov.				750 a 770
Dec.				760 a 780
Jan.				770 a 795
Feb.				775 a 800
Mar.				790 a 800
Apr.	2	805	800	800 a 805

Sales, including switches, Old 1,700 bbls., New 2 Contracts. Crude S. E. 6½c Bid.

Tuesday, August 5, 1930.

Old				
Spot				830 a
Aug.				830 a 850
Sept.	200	825	825	830 a 840
Oct.	400	849	845	845 a 849
Dec.	200	830	830	832 a 845
New				
Nov.				770 a 800
Dec.	1	792	792	785 a 800
Jan.				790 a 805
Feb.				795 a 815
Mar.				810 a 820
Apr.				824 a 830

Sales, including switches, Old 800 bbls., New 1 Contract. Crude S. E. 6½c Bid.

Wednesday, August 6, 1930.

Old				
Spot				840 a
Aug.				840 a
Sept.	2000	852	842	851 a 855
Oct.	300	860	845	860 a 859
Dec.	400	845	845	849 a 855
New				
Nov.				770 a 805
Dec.				785 a 805
Jan.				805 a 820
Feb.				810 a 840
Mar.	8	828	825	827 a 828
Apr.				835 a 845

Sales, including switches, Old 2,700 bbls., New 8 Contracts. Crude S. E. 7c Sales.

Thursday, August 7, 1930.

Spot				850 a
Aug.				850 a
Sept.	883	860	860	862
Oct.	885	865	865	868
Nov.				840 a 870

See page 41 for later markets.

COCOANUT OIL—After displaying some easiness, a steadier situation developed when sellers withdrew and demand improved somewhat. At New York, nearby tanks sold at 6½c, while nearby shipment tanks sold at 6¼c. The market later was quoted at 6½@6¾c according to position. At the Pacific Coast, tanks were ½c better and were quoted at 5½@6c according to position.

CORN OIL—Demand was fair and the market stronger being influenced by damage to corn and the advance in corn price. Corn oil sold at 7½c Chicago, and at New York was quoted at 7½c f.o.b. mills.

SOYA BEAN OIL—There was little or no trading and the market was purely nominal with domestic f.o.b., mills quoted at 8@8½c. Pacific Coast tanks were quoted at 8½c.

PALM OIL—A barely steady tone existed in this quarter, although there was little or no oil offering from first hands. Demand, however, was rather quiet, and the unsteady position in tallow was against prices. At New York, spot Lagos was quoted at 6½@7c nominal; shipment Lagos, 5½@5¾c; spot Nigre, 6@6½c nominal; shipment Nigre, 5.55c.

PALM KERNEL OIL—With buying interest lacking the market was barely steady. New York bulk was quoted at 5½@6c; tanks, 7c nominal.

OLIVE OIL FOOTS—A better demand developed in this quarter due to light offerings and decidedly firmer cables from abroad. At New York, spot foots were quoted at 6¼@7c; shipment foots, 6½@6¾c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Store oil demand was quiet, but the market was steady. Spot oil was quoted ¼c over September. Stocks of oil at New York on August 1 totaled 4,815 bbls. Southeast crude 7c sales; Valley, 6½@7c; Texas, 6½c bid.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Aug. 6, 1930.—Cotton seed was considerably more active on Wednesday, with November up to \$34.00 in the early part of the session, and later, October and November up to \$34.25 with this price bid at the last, and offerings withdrawn.

Cottonseed meal was sharply higher at the opening Wednesday, with early trades at \$36.00 in the fall months. After a further upturn in grain values, bids were raised steadily and succeeding trades in the options October and beyond were at \$36.25, with some limited sales at this level.

Near the finish the market was bid up to \$36.50, or net \$2.00 higher, the limit for the day, with trading more active, and March up to \$37.00. Trade buying was reported as still in impressive volume, and at steadily advancing prices, against a scarcity of mill offerings. This necessitated constant purchases by distributors wherever located.

NEW ORLEANS OIL MARKETS.

(Special Report to The National Provisioner.)

New Orleans, La., Aug. 4, 1930.—The general dullness that has characterized the cottonseed oil market for several months continued during the past week, and prices sagged 25 to 30 points in spite of the improvement in lard and corn.

A stronger tone with light offerings—which were promptly absorbed—featured the lard market during the week. A good export business with heavy clearances was reported. Exports of lard for the week were 12,245,000 lbs., against 11,383,000 lbs. last year.

Tallow, fats and oils continue steady at higher prices.

Refined cottonseed oil closed steady at a loss of 20 points on the week. Bleachable prime summer yellow was quoted at 7.35c bid, and prime summer yellow at 7.20c bid.

Crude closed steady. Texas, 6.25c bid; Valley, 6.37½c bid; Southeast, 6.37½c bid.

The Procter & Gamble Co.

refiners of all grades of

COTTONSEED OIL

PURITAN—Winter Pressed Salad Oil
BOREAS—Prime Winter Yellow
VENUS—Prime Summer White
STERLING—Prime Summer Yellow
WHITE CLOVER—Cooking Oil
MARIGOLD—Cooking Oil
JERSEY—Butter Oil

HARDENED COTTONSEED OIL—for Shortenings and Margarines (58°-60° titre)

COCOANUT OIL
MOONSTAR—Cocoanut Oil
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ALL VEGETABLE OILS

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COTTON OIL FUTURES

On the New York Produce Exchange

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were active and strong on continued speculative buying, light offering and firmness in hogs and grains. Profit-taking hedge pressure readily absorbed distant lard months, making new highs.

Cottonseed Oil.

Cotton oil is irregular and advancing with lard and grain strength. Crude markets reacted on profit taking and local selling due to bearishly construed government report. Cotton crop placed at 14,362,000 bales. Southeast Valley crude, 7c sales; Texas unquoted.

Quotation on cottonseed oil at New York Friday noon were: Old contract.—Aug., \$8.00 bid; Sept., \$8.60 sales; Oct., \$8.65 sale; Nov., \$8.30@8.60; Dec., \$8.60@8.65.

New contract.—Nov., \$7.75 bid; Dec., \$7.80@8.00; Jan., \$7.95@8.10; Feb., \$7.95@8.15; March, \$8.25@8.38; Apr., \$8.25@8.50.

Tallow.

Tallow, extra, 5½c.

Stearine.

Stearine, oleo, 8¼c.

FRIDAY'S GENERAL MARKETS.

New York, Aug. 8, 1930. — Lard, prime western, \$11.55@11.65; middle western, \$11.40@11.50; city, 10½c; refined continent, 11¼c; South American, 12c; Brazil kegs, 13c; compound, 10½c.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Aug. 8, 1930. — General provision market rules dull and quiet. Demand for hams and picnics lessening. Demand for square shoulders poor. Pure lard fair.

Friday's prices were as follows: Hams, American cut, 98s; Liverpool shoulders, square, 74s; hams, long cut, 108s; picnics, 71s; short backs, 84s; bellies, clear, 79s; Canadian, 87s; Cumberland, 79s; Wiltshires, none; spot lard, 57s 3d.

EUROPEAN PROVISION CABLES.

The market at Hamburg showed little alteration during the week ended August 2, 1930, according to cable advices to the U. S. Department of Commerce. Receipts of lard for the week were 569 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 69,000, at a top Berlin price of 15.36 cents a pound, compared with 62,000, at 19.47 cents a pound, for the same week of last year.

The Rotterdam market was rather quiet.

The market at Liverpool was firm.

The total of pigs bought in Ireland for bacon curing was 14,000 for the week, as compared with 23,000 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ending August 1, 1930, was 94,000, as compared with 82,

000 for the corresponding week of last year.

LIVERPOOL PROVISION STOCKS.

Stocks of provisions on hand at Liverpool on Aug. 1, 1930, with comparisons, as estimated by the Liverpool Provision Trade Association, were as follows:

	Aug. 1, 1930.	July 1, 1930.	Aug. 1, 1929.
Bacon, lbs.	3,800,528	4,769,856	6,153,840
Hams, lbs.	1,007,776	370,384	1,633,988
Shoulders, lbs.	95,088	30,128	512,250
Lard, steam tierces.	1,130	991	448
Lard, refined, tons.	1,003	848	6,421

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Aug. 8, 1930, show exports from that country were as follows: To England, 87,159 quarters; to the Continent, 9,713 quarters.

Exports of the previous week were as follows: To England, 121,508 quarters; to the Continent, 1,266 quarters.

ENGLISH CURED PORK IMPORTS.

Imports of cured pork into the United Kingdom during June totaled 83,440,000 lbs., of which the United States furnished only 3,808,000 lbs. Denmark, Holland and Sweden all furnished larger quantities than the United States, the Danish import totaling 54,432,000 lbs., the Dutch 8,736,000 lbs. and the Swedish 5,388,000 lbs. The lard imports all came from the United States and amounted to 15,792,000 lbs.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products at New York for week ended August 1, 1930:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef.....		27,216 lbs.
Brazil—Canned corned beef.....		57,600 lbs.
Canada—Beef extract.....		2,040 lbs.
Canada—Bacon.....		750 lbs.
Germany—Hams.....		4,754 lbs.
Germany—Sausage.....		5,121 lbs.
Italy—Sausage.....		100 lbs.
Italy—Ham.....		314 lbs.
Paraguay—Canned corned beef.....		7,200 lbs.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Aug. 7, 1930:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (1):				
Yearling (300-550 lbs.):				
Choice	\$15.00@17.00		\$15.50@17.00	
Good	14.00@15.00		14.00@16.00	
Medium	13.00@14.00			
STEERS (550-700 lbs.):				
Choice	14.50@16.00		15.00@16.50	15.50@17.00
Good	13.00@14.50		13.50@15.50	14.00@15.50
STEERS (700 lbs. up):				
Choice	14.50@15.50	14.00@15.00	14.50@16.50	15.00@16.00
Good	13.00@14.50	13.00@14.00	13.00@15.00	14.00@15.00
STEERS (500 lbs. up):				
Medium	11.50@13.00	11.50@13.00	10.00@13.00	11.00@13.00
Common	10.00@11.50	10.50@11.50	8.50@10.50	9.00@11.00
COWS:				
Good	10.00@12.50	10.50@11.00	9.50@11.00	11.00@12.00
Medium	9.00@10.00	9.50@10.50	9.00@10.50	10.00@11.00
Common	8.00@9.00	8.50@9.50	8.00@9.00	8.00@10.00
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	18.00@20.00	18.00@20.00	20.00@23.00	17.00@18.00
Good	15.50@18.00	16.00@18.00	18.00@20.00	15.00@16.00
Medium	13.00@15.50	13.00@16.00	16.00@19.00	12.00@14.00
Common	11.00@13.00	11.00@13.00	14.00@16.00	10.00@12.00
CALF (2) (3):				
Choice	12.50@15.00		14.00@17.00	14.00@15.00
Good	11.00@12.50	12.00@14.00	12.00@15.00	12.00@14.00
Medium	9.00@11.00	10.00@12.00	10.00@13.00	11.00@12.00
Common	8.00@9.00	9.00@10.00	9.00@11.00	8.00@10.00
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	18.90@20.00	19.00@21.00	20.00@22.00	20.00@21.00
Good	16.00@18.00	18.00@20.00	18.00@20.00	18.00@20.00
Medium	11.50@16.00	15.00@18.00	13.00@18.00	14.00@17.00
Common	8.00@11.50	12.00@15.00	9.00@13.00	10.00@14.00
LAMB (30-45 lbs.):				
Choice	18.00@20.00	19.00@21.00	20.00@22.00	20.00@21.00
Good	16.00@18.00	18.00@20.00	18.00@20.00	18.00@20.00
Medium	11.50@16.00	15.00@18.00	13.00@18.00	14.00@17.00
Common	8.00@11.50	12.00@15.00	9.00@13.00	10.00@14.00
LAMB (40-55 lbs.):				
Choice	16.50@19.00	18.00@20.00	20.00@22.00	19.00@20.00
Good	13.50@16.50	17.00@19.00	18.00@20.00	18.00@19.00
MUTTON (Ewe) 70 lbs. down:				
Good	11.00@12.00	10.00@11.00	10.00@12.00	9.00@10.00
Medium	9.00@10.00	8.00@9.00	9.00@11.00	8.00@9.00
Common	7.00@9.00	7.00@8.00	6.00@9.00	7.00@8.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	23.00@26.00	20.50@22.00	21.00@23.00	20.00@23.00
10-12 lbs. av.	21.00@24.00	19.50@21.00	19.00@22.00	19.00@22.00
12-15 lbs. av.	16.00@19.00	16.00@17.00	16.00@18.00	15.00@17.00
16-22 lbs. av.	13.00@14.00	13.00@14.50	12.00@14.00	14.00@15.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	14.00@16.00		15.00@17.00	15.00@17.00
PICNICS:				
6-8 lbs. av.		13.50@14.50		13.00@15.00
BUTTS, Boston Style:				
4-8 lbs. av.	18.00@20.00		18.00@20.00	19.00@21.00
SPARERIBS:				
Half Sheets	11.00@12.00			
TRIMMINGS:				
Regular	7.00@8.00			
Lean	15.00@17.00			

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Aug. 7, 1930.

CATTLE—Compared with a week ago: Medium weight and weighty steers, in predominant supply, 50¢@75¢ lower, instances \$1.00 down, general trade on heavies being almost back at season's low time; light yearlings and light steers, unevenly strong to as much as 50¢ higher on many light good to choice grade yearlings; fat cows and heifers, steady; cutters, strong to 25¢ higher; bulls, about steady; vealers, \$1.00 higher. Supply long fed weighty steers scaling 1,200 lbs. upward relatively large; beef tonnage, therefore, very liberal, the weakening factor on heavy steers. Yearlings and light steers very scarce and relatively few light grassers or shortfeds here. The she stock run was also very small. Extreme top yearlings, \$11.00; heavies sold up to \$11.00 early in the week but closed at \$10.50, few selling above \$10.00. Most strictly grainfed weighty steers sold at \$8.00@9.75; most fed yearlings finished \$9.00@10.50, with top at \$11.00; yearling heifers, up to \$10.60.

HOGS—Light receipts and broad demand from local killers were supporting factors in hog market. Shipping demand was narrow. Compared one week ago: Weights below 210 lbs., 10¢@15¢ higher; heavier weights and packing sows, 25¢@35¢ higher. Late top, \$9.80; week's extreme top, \$10.00; bulk good

to choice 160 to 210 lbs. today, \$9.60@9.70; bulk, 220 to 250 lbs., \$9.40@9.65; 260 to 310 lbs., \$9.10@9.40; 140 to 160 lbs., \$9.50@9.65; pigs, \$8.75@9.25; packing sows, largely \$7.85@8.25; extreme heavies, \$7.50 and below.

SHEEP—Compared with a week ago: Most native lambs, 25¢@50¢ higher, throwouts very slow late, slightly lower; rangers, about steady; sheep, about steady. Late bulk moderate to heavily sorted range lambs, \$9.00@9.25; week's top, \$9.65; desirable native ewe and wether lambs, largely \$9.25 at close; few, \$9.50; bucks, mostly \$8.00@8.25; fat ewes, largely \$3.00@3.75 throughout week; top fed yearlings, \$7.50.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Aug. 7, 1930.

CATTLE—Most classes of slaughter steers met a slow trade, and final values are unevenly 25¢@75¢ under last Thursday. Weighty offerings have encountered considerable opposition and show the most decline. Light weight yearling steers scaling under 900 lbs., along with mixed yearlings and fed heifers, sold to the best advantage, and are quoted weak to 25¢ lower. Choice yearlings scored \$10.50 for the week's top, while best heavies went at \$9.75. Bulk of the fed natives sold from \$7.75@9.00, with mixed yearlings and fed heifers at \$8.00@9.75. Fed westerns grass-

ers and Texas cake feds cleared from \$6.50@7.75, and straight grassers brought \$4.25@6.50. Butcher cows held at steady to strong levels, while bulls closed at 25¢@50¢ higher prices. Vealers are 50¢ over a week ago, with the top at \$9.50.

HOGS—A stronger feeling prevailed in the hog market most of the period under review, and values are unevenly higher. Offerings scaling 170 to 250 pounds are 15¢@25¢ higher, while weightier kinds are 25¢@40¢ up, with extreme heavies taking the full advance. Under weights met a limited demand and are closing on a steady to strong basis. The late top rested at \$9.45 on 180 to 220 lbs. to both shippers and packers. Packing grades are 25¢@35¢ higher.

SHEEP—Lamb prices registered some improvement during the week, and final values are 25¢@40¢ higher than a week ago, with native offerings showing most of the upturn. Best westerns reached \$9.15 on Tuesday, while natives scored \$9.00. The bulk of the more desirable grades of fat lambs sold from \$8.50@9.00. Mature classes held steady, with fat ewes selling up to \$4.00 and the bulk going from \$3.00@3.75.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Aug. 7, 1930.

CATTLE—Compared with one week ago: Fed steers, 1,150 lbs. and down, steady to 25¢ higher according to weight; other native steers, 25¢@50¢ lower; Western steers, 25¢@40¢ lower; medium fleshed and good to choice na-



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tive mixed yearlings and heifers, 25c higher; all other heifers, steady; cows, cutters and low cutters, 25c higher; bulls, steady; vealers, \$1.50@1.75 higher. Bulk of native steers scored \$6.75 @9.75, with top yearlings and matured steers \$10.25; fat mixed yearlings and heifers, largely \$9.00@10.00; top heifers, \$11.00; western steers, mostly \$4.85@6.35; cows, \$4.25@5.00; low cutters, \$2.50@3.00; top vealers today, \$12.00; medium bulls, \$6.00.

HOGS—Trends were erratic and all hog values scored uneven gains. For the Thursday to Thursday period, light weights finished 25@35c higher; medium and heavy weight butchers, 40@60c higher; sows, 25@40c higher; pigs, steady. Bulk of 150 to 270 lbs. sold late at \$9.50@9.75; top, \$9.85; sows, \$7.40@7.75.

SHEEP—Fat lambs advanced 50c under the influence of light receipts, while the throwouts and sheep held steady. Bulk of fat lambs finished at \$8.75@9.00; a few to city butchers, \$9.50. Throwouts earned \$4.00; fat ewes, \$2.50@3.50.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Aug. 7, 1930.

CATTLE—The general trend of slaughter cattle values has been lower. Specialties, as choice medium weight steers and light yearlings, are steady to strong, but outlet for weighty steers and medium grade of all weights reflects a break of 25@50c. Choice light heifers got good action, but other heifers and cows generally 25@50c lower. Bull values are about steady and vealers strong. Top for the period, \$10.40, was paid for yearlings. A fair showing of choice yearlings, \$9.25@10.00. Best weighty steers cleared at \$9.75, with fed steers and yearlings \$7.50@9.50. Bulk fed heifers sold \$7.50@9.25, with an extreme top of light heifers at \$10.30. Cow supply largely grassers of medium to good grade; sales \$4.50@5.50. Good grade range cows were noted up to \$6.50. Grain feds in odd lots, up to \$7.50; cutter grades, \$3.00@4.00; medium bulls, \$5.25@6.35; practical vealer top, \$10.00.

HOGS—Local receipts have been liberal throughout the period, but under the influence of broad shipping demand and good support from local packers the undertone to the trade has been strong, with comparisons Thursday with Thursday uncovering a steady to 10c higher trend on butchers and lights. Packing sows are 25c higher. Thursday's top reached \$9.25; bulk 160- to 210-lb. averages, \$9.10@9.20; 210- to 240-lb. butchers, \$9.00@9.15; 240 to 270 lbs., \$8.75@9.00; 270- to 300-lb. weights, \$8.35@8.75; packing sows, \$7.40@7.75; smooth light sows, up to \$7.85; stags, \$6.75@7.25.

SHEEP—A two-way market developed on slaughter lambs. The fore part of the week trend was higher, but Tuesday's and Wednesday's decline wiped out all advances on lambs, while matured sheep, due to scarcity, show a 25c upturn. On Thursday, bulk range slaughter lambs sold \$8.50@8.75; native lambs, \$8.00@8.25; fed clipped lambs, \$7.90; medium to choice slaughter ewes, \$2.50@4.00.

(Continued on page 46.)

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Aug. 7, 1930, as reported to THE NATIONAL PROVISIONER by direct wire of the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt. (140-180 lbs.) gd.-ch.....	\$ 9.25@ 9.70	\$ 9.25@ 9.80	\$ 8.50@ 9.15	\$ 8.50@ 9.30	\$ 8.75@ 9.90
Lt. wt. (160-180 lbs.) gd.-ch.....	9.55@ 9.80	9.70@ 9.80	9.00@ 9.25	9.20@ 9.45	9.50@ 9.90
(180-200 lbs.) gd.-ch.....	9.55@ 9.80	9.65@ 9.80	9.10@ 9.25	9.20@ 9.45	9.50@ 9.90
Med. wt. (200-220 lbs.) gd.-ch.....	9.50@ 9.80	9.65@ 9.75	9.10@ 9.25	9.15@ 9.45	9.50@ 9.90
(220-250 lbs.) gd.-ch.....	9.40@ 9.70	9.50@ 9.75	8.75@ 9.25	9.00@ 9.45	8.85@ 9.50
Hvy. wt. (250-300 lbs.) gd.-ch.....	9.10@ 9.55	9.20@ 9.85	8.30@ 9.00	8.00@ 9.30	8.50@ 9.10
(290-350 lbs.) gd.-ch.....	8.75@ 9.30	8.85@ 9.35	8.00@ 8.50	8.00@ 9.15	8.25@ 8.75
Pkg. sows (275-500 lbs.) med.-ch.....	7.75@ 8.25	7.35@ 7.85	7.00@ 7.85	7.00@ 8.00	7.25@ 7.90
Sitr. pigs (100-180 lbs.) gd.-ch.....	8.25@ 9.40	8.25@ 9.35	.....	7.75@ 8.50	8.75@ 9.00
Av. cost & wt. Thurs. (pigs excl.)	8.98-258 lbs.	9.46-211 lbs.	8.13-261 lbs.	9.11-219 lbs.	7.92-286 lbs.
Slaughter Cattle and Calves:					
STEERS (600-900 LBS.):					
Choice	10.50@11.25	10.50@11.00	9.50@10.75	9.25@10.50	10.00@10.60
Good	9.50@10.50	9.00@10.10	8.50@ 9.50	8.00@ 9.30	8.75@10.00
Medium	8.25@ 9.50	6.00@ 9.00	7.00@ 8.50	5.75@ 8.00	7.25@ 8.75
Common	6.00@ 8.25	4.50@ 6.00	5.00@ 7.00	4.00@ 5.75	5.00@ 7.25
STEERS (900-1,100 LBS.):					
Choice	10.00@11.00	10.25@10.75	9.25@10.50	8.75@10.25	9.50@10.25
Good	9.00@10.25	8.50@10.25	8.50@ 9.50	7.75@ 9.25	8.50@ 9.50
Medium	7.50@ 9.50	6.00@ 8.50	7.00@ 8.50	5.75@ 8.00	7.00@ 8.50
Common	5.25@ 7.50	4.50@ 6.00	5.00@ 7.00	4.50@ 5.75	5.00@ 7.00
STEERS (1,100-1,300 LBS.):					
Choice	9.50@10.75	9.50@10.50	9.00@10.25	8.50@10.00	9.25@10.00
Good	8.50@10.00	7.75@ 9.50	8.00@ 9.25	7.50@ 8.75	8.00@ 9.25
Medium	7.00@ 8.75	6.00@ 7.75	6.75@ 8.50	5.75@ 7.75	6.75@ 8.00
STEERS (1,300-1,500 LBS.):					
Choice	9.50@10.50	9.25@10.00	9.00@10.00	8.50@ 9.75	9.00@10.00
Good	8.25@ 9.75	7.50@ 9.25	8.00@ 9.00	7.50@ 8.50	8.00@ 9.00
HEIFERS (550-850 LBS.):					
Choice	10.00@10.75	10.25@11.00	9.00@10.00	9.25@10.50	9.00@10.00
Good	8.75@10.25	8.50@10.25	7.75@ 9.25	8.00@ 9.50	8.00@ 9.00
Medium	7.25@ 9.50	6.50@ 8.50	6.25@ 8.25	6.50@ 8.25	6.25@ 8.50
Common	5.00@ 7.25	4.50@ 6.50	4.00@ 6.50	4.50@ 6.50	4.25@ 6.25
COWS:					
Choice	8.75@ 7.75	6.50@ 7.00	6.25@ 7.25	6.25@ 7.00	6.50@ 7.50
Good	5.50@ 6.75	5.50@ 6.50	5.00@ 6.25	5.00@ 6.25	5.25@ 6.50
Com-med.	3.75@ 5.50	4.00@ 5.50	4.00@ 5.00	3.50@ 5.00	4.00@ 5.25
Low cutter and cutter.....	2.75@ 3.75	2.50@ 4.00	2.50@ 4.00	2.50@ 3.50	2.75@ 4.00
BULLS (YRLS. EX. BEEF):					
Gd.-ch.	6.25@ 6.75	5.75@ 7.00	6.25@ 7.00	6.00@ 6.75	6.10@ 7.00
Cut-med.	5.00@ 6.85	4.00@ 6.00	4.25@ 6.25	3.50@ 6.00	4.00@ 6.10
VEALERS (MILK-FED):					
Gd.-ch.	11.00@13.00	10.25@12.00	9.00@10.50	7.50@10.00	9.00@11.75
Medium	9.50@11.00	7.75@10.25	7.00@ 8.50	5.50@ 7.50	6.50@ 9.00
Cul-com.	7.00@ 9.50	3.50@ 7.75	4.00@ 7.00	3.50@ 5.50	4.00@ 6.50
CALVES (250-500 LBS.):					
Gd.-ch.	6.50@ 8.50	7.50@ 9.50	6.50@ 8.50	6.00@ 8.00	5.50@ 7.75
Com-med.	4.00@ 6.50	4.50@ 7.50	4.00@ 6.50	5.00@ 6.00	3.50@ 5.50
Slaughter Sheep and Lambs:					
Lambs (90 lbs. down): gd.-ch....	8.50@ 9.85	8.50@ 9.50	8.00@ 8.75	7.75@ 8.85	7.75@ 9.00
Medium	7.00@ 8.50	6.75@ 8.50	6.50@ 8.00	6.75@ 7.75	6.50@ 7.75
(All weights)—Common	4.75@ 7.00	4.00@ 6.75	4.50@ 6.50	4.50@ 6.75	.....
Yearling Wethers:					
(90-110 lbs.)—Med.-ch.	5.00@ 7.50	5.00@ 7.00	4.00@ 6.00	4.50@ 6.75	4.50@ 6.50
Ewes: (90-120 lbs.)—med.-ch.	2.75@ 4.00	2.50@ 3.50	2.50@ 4.00	2.50@ 4.00	4.00@ 6.50
(120-150 lbs.)—Med.-ch.	2.25@ 3.75	2.25@ 3.25	2.25@ 3.75	2.25@ 3.75	2.25@ 3.50
(All weights)—Cul-com.	1.00@ 2.75	1.00@ 2.50	1.00@ 2.50	1.00@ 2.50	1.00@ 2.25



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RECEIPTS AT CENTERS

SATURDAY, AUGUST 2, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	200	7,500	4,000
Kansas City	300	1,000	3,000
Omaha	25	3,500	800
St. Louis	100	3,500	50
St. Joseph	100	2,000	1,000
Sioux City	100	2,000	50
St. Paul	275	500	50
Oklahoma City	200	300	1,000
Fort Worth	50	300	50
Denver	50	450	4,900
Louisville	100	100	1,000
Wichita	100	800	100
Indianapolis	100	1,500	200
Pittsburgh	800	300	300
Cincinnati	100	800	100
Buffalo	100	500	200
Cleveland	100	200	800
Nashville	200	800	

MONDAY, AUGUST 4, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	30,000	8,000
Kansas City	12,000	7,500	10,000
Omaha	8,000	11,000	17,000
St. Louis	6,000	7,500	1,800
St. Joseph	3,100	5,200	7,000
Sioux City	3,000	6,000	8,000
St. Paul	3,900	5,800	2,200
Oklahoma City	2,400	1,200	600
Fort Worth	300	1,300	100
Milwaukee	1,400	2,300	3,100
Denver	200	700	1,100
Louisville	1,500	1,800	500
Wichita	100	3,500	500
Indianapolis	100	2,200	4,500
Pittsburgh	1,500	2,000	900
Cincinnati	1,200	4,000	3,200
Buffalo	800	2,300	2,200
Cleveland	400	500	700
Nashville			

TUESDAY, AUGUST 5, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	6,500	15,000	10,000
Kansas City	7,000	5,000	3,500
Omaha	5,000	9,000	14,000
St. Louis	5,000	11,500	2,500
St. Joseph	1,500	4,000	2,500
Sioux City	2,000	8,000	3,500
St. Paul	1,000	2,500	13,000
Oklahoma City	800	1,000	200
Fort Worth	2,200	1,200	700
Milwaukee	400	1,000	300
Denver	400	1,300	1,400
Louisville	200	400	1,100
Wichita	300	1,000	200
Indianapolis	1,300	6,000	1,500
Pittsburgh	200	500	500
Cincinnati	900	2,500	1,200
Buffalo	700	800	800
Cleveland	200	800	800
Nashville	300	500	900

WEDNESDAY, AUGUST 6, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	15,000	16,000
Kansas City	6,000	5,000	5,000
Omaha	5,500	18,000	14,000
St. Louis	4,000	11,000	1,500
St. Joseph	2,000	6,000	3,500
Sioux City	2,500	10,500	2,500
St. Paul	1,000	4,500	8,500
Oklahoma City	800	900	100
Fort Worth	3,200	900	300
Milwaukee	1,500	1,200	400
Denver	500	700	3,500
Louisville	100	300	1,000
Wichita	300	1,000	300
Indianapolis	800	5,000	1,200
Pittsburgh	1,500	800	800
Cincinnati	1,600	2,300	2,300
Buffalo	100	500	100
Cleveland	700	1,000	1,300
Nashville	100	300	900

THURSDAY, AUGUST 7, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	4,500	2,300	15,000
Kansas City	2,500	5,500	3,000
Omaha	2,500	8,500	12,000
St. Louis	2,500	9,500	2,000
St. Joseph	1,500	3,500	2,000
Sioux City	2,000	8,000	3,500
St. Paul	1,500	3,900	1,500
Oklahoma City	600	600	100
Fort Worth	1,900	600	400
Milwaukee	400	1,000	400
Denver	200	1,200	5,000
Louisville	100	200	900
Wichita	300	1,400	200
Indianapolis	600	5,000	1,800
Pittsburgh	700	1,400	800
Cincinnati	200	1,600	1,800
Buffalo	200	700	1,300
Cleveland	200	900	700
Nashville	100	400	1,000

FRIDAY, AUGUST 8, 1930.

	Cattle.	Hogs.	Sheep.
Chicago	1,700	21,000	4,000
Kansas City	300	3,500	5,000
Omaha	800	8,000	7,500
St. Louis	800	7,500	1,600
St. Joseph	500	3,000	2,800
Sioux City	1,000	6,500	2,500
St. Paul	1,000	3,700	700
Oklahoma City	400	600	100
Fort Worth	1,400	600	1,700
Milwaukee	100	1,000	1,400
Denver	200	200	900
Wichita	300	1,200	200
Indianapolis	400	3,500	800
Pittsburgh	500	1,200	1,000
Cincinnati	500	1,500	1,000
Buffalo	100	1,700	1,100
Cleveland	100	700	700

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Aug. 2, 1930, were as follows:

	Cattle.	Hogs.	Sheep.
At 20 markets:			
Week ended Aug. 2	158,000	427,000	290,000
Previous week	184,000	476,000	330,000
1929	224,000	505,000	276,000
1928	201,000	467,000	267,000
1927	227,000	528,000	250,000
1926	200,000	507,000	260,000
At 11 markets:			
Week ended Aug. 2	378,000		
Previous week	422,000		
1929	443,000		
1928	414,000		
1927	409,000		
1926	453,000		
At 7 markets:			
Week ended Aug. 2	119,000	332,000	213,000
Previous week	134,000	374,000	241,000
1929	166,000	382,000	212,000
1928	149,000	357,000	202,000
1927	174,000	392,000	191,000
1926	214,000	381,000	212,000

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended August 2, 1930, are officially reported by the U. S. Bureau of Agricultural Economics:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	2,800	4,877	1,017	29,393
Central Union	1,398	687	1,087	11,651
New York	450	2,148	2,148	3,877
Total	4,717	7,712	11,068	44,321
Previous week	6,373	14,852	15,535	68,394
Two weeks ago	6,862	17,347	17,903	84,277

THE WEEK IN HOG FUTURES.

Transactions in the hog future market are reported by the Chicago Live-stock Exchange for the week ended Aug. 8, 1930, with totals from the opening of future trading on March 1, 1930, to date, as follows:

	Week ended Aug. 8.	Total to Aug. 8.
Pounds sold	462,000	11,121,000
Hogs sold	2,010	48,510
Contracts sold		675
Hogs delivered		8,388
Pounds delivered		2,043,350
Av. wt. hogs delivered		243

Daily closing quotations for the week ended Aug. 8, 1930, were as follows:

	Light.*	Med.	Heavy.	Un-even.
Sept.	\$ 9.00	\$ 9.35		
Dec.	\$ 8.25			
Sept.	\$ 9.00			
Dec.	\$ 8.50			
Sept.	\$ 9.00			
Dec.	\$ 8.75			
Sept.	\$ 10.65			
Dec.	\$ 8.70			

*Light hogs—not less than 170 lbs., nor more than 210 lbs. Medium hogs—not less than 210 lbs., nor more than 280 lbs. Heavy hogs—not less than 280 lbs., nor more than 310 lbs. Un-even weight hogs—averaging not less than 200 lbs., nor more than 280 lbs.; excludes hogs weighing under 160 lbs., or more than 330 lbs. Carlot—16,500 lbs., with a variation not in excess of 1,500 lbs.

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at nine centers during the week ended Friday, Aug. 1, 1930:

	Week ended Aug. 1.	Prev. week.	Cor.
Chicago	105,556	120,658	119,782
Kansas City, Kan.	39,302	41,594	53,474
Omaha	39,132	48,957	32,616
*St. Louis	42,384	47,058	59,918
Sioux City	28,479	31,354	24,971
St. Paul	22,006	25,432	23,007
St. Joseph, Mo.	14,803	18,615	18,804
Indianapolis	14,684	18,878	16,297
New York and J. C.	17,167	18,582	21,146

*Includes East St. Louis, Ill.

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, Aug. 2, 1930, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,950	936	14,227
Swift & Co.	3,763	2,243	11,261
Morris & Co.	1,625	1,607	4,817
Wilson & Co.	3,926	2,361	8,366
Anglo-Amer. Prov. Co.	1,767	184	...
G. H. Hammond Co.	805	1,478	...
Libby, McNeill & Libby	398	...	...
Brennan Packing Co., 6,133 hogs; Independent Packing Co., 804 hogs; Boyd, Lanham & Co., 653 hogs; Hygrade Food Products Corp., 2,865 hogs; Agar Packing Co., 3,586 hogs; others, 28,608 hogs.			
Total	Cattle, 16,374; calves, 4,111; hogs, 53,195; sheep, 38,671.		

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,031	761	4,077	5,574
Cudahy Pkg. Co.	2,434	794	2,099	4,850
Fowler Pkg. Co.	384	7	...	...
Morris & Co.	2,244	813	1,956	4,500
Swift & Co.	4,327	900	7,339	6,958
Wilson & Co.	3,402	715	3,190	3,971
Others	843	25	109	55
Total	16,065	3,745	19,430	26,008

OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	3,675	14,192	11,061
Cudahy Pkg. Co.	3,089	10,120	12,424
Dold Pkg. Co.	671	6,152	...
Morris & Co.	1,595	1	5,616
Swift & Co.	3,878	7,235	15,304
Eagle Pkg. Co.	12	...	...
Geo. Hoffman & Co.	33	...	...
M. Mayerowich Pkg. Co.	8	...	...
Omaha Pkg. Co.	54	...	...
J. Rife Pkg. Co.	5	...	...
So. Omaha Pkg. Co.	30	...	...
Lincoln Pkg. Co.	211	...	...
Nagle Pkg. Co.	331	...	...
J. Roth & Sons	75	...	...
Sinclair Pkg. Co.	338	...	...
Wilson & Co.	636	...	...
Others	...	22,868	...
Total	15,241	60,574	44,345

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,432	1,150	1,935	2,224
Swift & Co.	2,548	2,004	4,872	4,141
Morris & Co.	723	472	...	1,688
East Side Pkg. Co.	909	164	2,326	...
American Pkg. Co.	335	100	1,758	360
Hell Pkg. Co.	...	...	276	...
Krey Pkg. Co.	81	116	711	48
Others	3,177	695	13,831	2,006
Total	10,205	4,701	25,739	10,467

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,089	679	5,882	13,558
Armour and Co.	2,025	329	3,559	4,058
Morris & Co.	1,969	361	4,732	3,101
Others	1,085	220	6,234	1,841
Total	8,468	1,589	20,497	22,558

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,736	64	8,955	5,467
Armour and Co.	2,075	69	8,978	4,462
Swift & Co.	1,718	68	4,940	4,354
Smith Bros.	...	...	54	...
Others	3,033	49	15,350	1,567
Total	10,162	250	38,277	15,790

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,119	549	1,086	292
Wilson & Co.	1,259	582	956	287
Others	104	...	385	...
Total	2,482	1,131	2,427	579
Not including 607 cattle and 1,167 hogs bought direct.				

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	416	333	2,469	771
Jacob Dold Co.	287	6	1,921	24
Wichita D. B. Co.	14	...	...	...
Hunn-Osterling	136	...	...	...
Fred W. Dold	83	...	303	...
Total	936	339	4,753	795
Not including 282 cattle and 2,522 hogs bought direct.				

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	509	94	1,380	6,276
Armour and Co.	598	134	1,097	4,619
Blayney-Murphy Co.	289	116	1,359	298
Others	763	489	1,109	925
Total	2,219	833	5,005	12,118

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,844	1,963	6,020	2,268
Cudahy Pkg. Co.	384	851	843	...
Swift & Co.	3,608	3,057	9,369	3,391
United Pkg. Co.	979	112	...	74
Others	642	48	6,261	...
Total	6,942	6,031	22,493	5,733

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,066	2,951	6,020	1,272
U. D. B. Co., N. Y.	37	...	...	...
R. Gumz & Co.	95	47	88	35
Armour and Co., Mil.	363	1,463	...	...
N.Y.B.D.M.Co., N.Y.	36	...	...	...
Others	227	336	100	420
Total	1,764	4,777	6,208	1,727

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	982	1,877	19,290	2,544
Kingan & Co.	611	487	4,677	610
Armour and Co.	104	76	2,120	71
Indianapolis Abt. Co.	632	...	291	1,320
Hilgenier Bros.	42	43	106	6
Brown Bros.	68	...	324	...
Schussler Pkg. Co.	17	...	112	...
Riverview Pkg. Co.	101	9	338	...
Meier Pkg. Co.	53	5	171	12
Ind. Prov. Co.	6	40	...	35
Art Wabnitz	13	12	...	...
Maas Hartman Co.	10	...	...	...
Hoosier Abt. Co.	731	82	397	1,484
Others	...	...	...	...
Total	3,460	2,631	27,826	6,092

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	...	6	383	...
John Hilberg & Son	100	...	84	...
Gus. Jungeling	62	129	95	...
E. Kahn's Sons Co.	1,186	326	5,290	1,680
Kroger G. & B. Co.	8	80	1,079	...
J. Leurey Pkg. Co.	2	...	118	...
Wm. G. Rehn's Sons	106	52	...	...
A. Sander Pkg. Co.	5	...	618	...
J. Schlachter's Sons	109	206	...	271
J. & F. Schroth Co.	17	...	1,094	...
John F. Stegner	214	326	...	103
J. Vogel & Son	10	5	241	...
Ideal Pkg. Co.	...	...	350	...
Others	...	...	1,345	...
Foreign	690	362	2,998	3,297
Total	2,569	1,501	13,103	5,013

Not including 462 cattle, 124 calves, 5,943 hogs and 1,309 sheep bought direct.

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended Aug. 2, 1930, with comparisons:

CATTLE.

	Week ended Aug. 2.	Prev. week.	Cor. week.
Chicago	16,374	20,446	20,023
Kansas City	16,065	13,150	16,521
Omaha (incl. calves)	15,241	16,891	14,006
St. Louis	10,205	10,983	13,406
St. Joseph	8,468	7,873	9,682
Sioux City	10,162	10,336	7,379
Okahoma City	2,482	4,635	4,531
Wichita	936	936	1,715
Denver	2,219	1,899	1,984
St. Paul	6,942	8,784	9,423
Milwaukee	1,764	2,170	2,796
Indianapolis	3,460	3,850	4,227
Cincinnati	2,569	3,170	2,650
Total	97,487	105,123	106,213

HOGS.

	Week ended Aug. 2.	Prev. week.	Cor. week.
Chicago	53,195	56,761	64,853
Kansas City	19,430	20,461	22,142
Omaha	60,574	66,536	44,106
St. Louis	25,739	25,677	28,794
St. Joseph	20,497	24,436	29,235
Sioux City	38,277	49,503	33,752
Okahoma City	2,427	2,851	31,579
Wichita	4,753	5,693	5,547
Denver	5,005	4,187	4,087
St. Paul	22,493	27,319	26,553
Milwaukee	6,208	8,061	7,357
Indianapolis	27,826	27,961	30,969
Cincinnati	15,103	16,927	10,509
Total	299,527	336,343	310,765

SHEEP.

	Week ended Aug. 2.	Prev. week.	Cor. week.
Chicago	38,671	58,231	49,367
Kansas City	26,000	29,635	19,087
Omaha	44,345	42,701	22,627
St. Louis	10,467	12,807	13,065
St. Joseph	22,558	26,012	21,001
Sioux City	15,790	18,122	12,372
Okahoma City	579	1,233	596
Wichita	795	1,448	1,237
Denver	12,118	6,347	7,389
St. Paul	5,733	4,065	5,467
Milwaukee	1,727	1,703	1,541
Indianapolis	6,092	6,487	5,272
Cincinnati	5,913	8,631	8,131
Total	190,796	217,422	167,182

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 28	9,728	1,473	38,032	11,313
Tues., July 29	4,061	1,748	16,815	14,344
Wed., July 30	6,938	1,974	11,882	11,962
Thurs., July 31	5,255	1,440	20,627	9,344
Fri., Aug. 1	2,066	467	18,256	7,595
Sat., Aug. 2	200	200	7,500	4,000
This week	28,288	7,302	113,092	58,557
Previous week	37,719	9,842	128,765	73,322
Year ago	40,438	9,443	126,196	62,886
Two years ago	41,214	9,488	118,903	71,810

Total receipts for month and year to Aug. 2, with comparisons:

	July	1929	1930	Year	1929
Cattle	15,306	14,580	1,236,957	1,308,327	
Calves	2,031	4,073	351,072	447,593	
Hogs	56,844	78,251	4,641,984	4,902,264	
Sheep	18,844	34,837	2,257,262	2,031,746	

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 28	2,026	2	5,952	331
Tues., July 29	1,615	3	4,736	2,716
Wed., July 30	1,894	4	1,384	5,883
Thurs., July 31	1,331	2	2,377	4,021
Fri., Aug. 1	319	1	4,630	2,948
Sat., Aug. 2	100	...	2,000	3,000

This week	7,285	12	21,080	19,190
Previous week	9,882	16	24,871	11,918
Year ago	13,519	170	21,394	11,874
Two years ago	12,333	8	38,531	15,941

WEEKLY AVERAGE PRICE OF LIVESTOCK.

WEEKLY AVERAGE PRICE OF		INVESTMENT		
Week ended Aug. 2.	\$ 9.20	\$ 8.65	\$ 3.00	\$ 8.50
Previous week	8.75	8.75	3.00	8.90
1929	14.25	10.85	5.60	13.10
1928	14.95	10.65	5.90	14.85
1927	11.05	9.20	6.00	13.65
1926	9.20	12.00	6.50	14.00
1925	12.40	13.25	7.25	15.20

Av. 1925-1929.....\$12.50 \$11.20 \$ 6.25 \$14.15

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs, and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended Aug. 2	21,000	93,500	41,400
Previous week	27,837	103,894	61,044
1929	26,919	103,602	51,012
1928	28,881	80,372	55,869
1927	37,825	100,736	57,251

*Saturday, Aug. 2, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weights and tops and average prices of hogs, with comparisons:

	No.	Avg.	—Prices—	
	Rec'd.	Wgt.	Top.	Avg.
*Week ended Aug. 2	113,100	258	\$ 9.85	\$ 8.65
Previous week	127,587	254	9.85	8.75
1929	126,196	258	12.35	10.85
1928	118,903	241	11.60	10.65
1927	138,018	253	11.10	9.20
1926	120,029	263	13.90	12.00
1925	124,977	242	14.30	13.25
Av. 1925-1929	125,400	251	\$12.05	\$11.20

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended August 2, 1930, with comparisons:

CATTLE.			
	Week ended Aug. 2.	Prev. week.	Cor. week. 1929.
Chicago	16,374	20,446	20,923
Kansas City	20,483	18,413	21,771
Omaha	13,145	15,897	15,003
St. Louis	10,205	10,983	15,406
St. Joseph	8,224	7,791	7,531
Sioux City	8,205	32,239	8,573
Wichita	1,275	1,420	1,715
Port Worth			6,814
Philadelphia	1,173	1,121	1,107
Indianapolis	804	1,107	1,581
New York & Jersey City	6,453	7,498	8,100
Oklahoma City	4,220	7,429	7,238
Cincinnati	2,290	3,960	3,741
Denver	2,005	1,833	1,977
Total	94,845	128,146	119,840

HOGS.			
Chicago	105,556	120,958	119,782
Kansas City	19,572	20,461	22,447
Omaha	38,957	44,954	26,505
St. Louis	25,739	25,677	25,794
St. Joseph	14,372	17,363	20,145
Sioux City	27,110	8,458	24,013
Wichita	4,753	5,093	5,547
Port Worth			5,357
Philadelphia	11,393	12,118	9,991
Indianapolis	11,642	10,048	12,882
New York & Jersey City	30,341	29,137	30,785
Oklahoma City	3,594	3,883	4,494
Cincinnati	14,424	17,158	14,704
Denver	5,134	4,850	1,803
Total	312,257	326,456	327,130

SHEEP.			
Chicago	38,671	58,231	40,367
Kansas City	26,233	29,635	19,505
Omaha	42,127	38,129	24,545
St. Louis	10,467	12,807	13,095
St. Joseph	20,717	25,401	18,724
Sioux City	15,876	17,234	11,774
Wichita	795	1,448	1,237
Port Worth			6,498
Philadelphia	5,169	6,620	5,900
Indianapolis	610	1,106	1,320
New York & Jersey City	28,072	65,506	55,240
Oklahoma City	579	1,233	596
Cincinnati	3,059	3,575	1,426
Denver	3,551	2,708	1,397
Total	225,926	263,527	210,124

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Aug. 7, 1930.

CATTLE—Light fed yearlings found a fairly reliable market throughout the week, with little price change, while heavier yearlings and matured steers ruled unevenly 25@75c lower, with the maximum break noted for plain weighty steers. Choice yearlings topped at \$10.25, medium weight heaves reached \$10.10 and most grainfeds moved at \$7.75@9.50. She stock finished strong to 25c higher, light heifers topped at \$10.00 and beef cows bulked at \$4.50@6.00. Vealers weakened, and the practical top dropped to \$9.00. Bulls finished 25@50c higher, and medium kinds were quotable up to \$6.25.

HOGS—Hogs received fairly good support from both packers and shippers, especially on closing rounds, and values ruled 10@25c higher than a week ago. The late top was \$9.35, with \$9.40 paid at an earlier stage. Desirable 170- to 240-lb. butchers brought \$9.00@9.25; 250- to 290-lb. weights went around \$8.50@9.00, and weightier kinds dropped below \$8.25. Packing sows sold mostly 10@15c higher, with the bulk \$7.25@7.75. A few smooth lights, \$7.85.

SHEEP—The fat lamb market was an up-and-down affair, with closing values about steady for the period. Other classes were scarce, with little or no change indicated. Choice western lambs, on offer earlier in the week, brought \$9.15, but Idaho lambs on sale late were eligible around \$8.75. Na-

tive lambs sold upward to \$8.25. A few fat ewes earned \$3.25, but choice light weight selections would likely bring \$3.75.

ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

So. St. Paul, Minn., Aug. 6, 1930.

CATTLE—The market has operated rather unevenly during the past week. While light steers and yearlings show but little change, medium and heavy weights are 25@50c lower, with she stock selling unevenly weak to 25c or more lower. Best light yearlings cashed at \$10.25@10.35, with a load of good 1,430-lb. steers late at \$9.00. Bulk of the shortfeds sold from \$6.75@8.50, grassy descriptions largely at \$5.00@6.50. Most grassy cows brought \$4.00@5.00; comparable heifers, \$5.25@6.50; low cutters and cutters, \$3.00@3.75; bulls, largely \$5.75 downward. Vealers were strong to 50c higher, bulk of the good grades cashing at \$9.00, choice, \$11.00@11.50.

HOGS—Prices are about 25c higher on the average than a week ago, sorted light weights topping at \$9.65; most 210- to 250-lb. averages \$9.00@9.50; heavier weights down to \$8.50; packing sows bulking at \$7.40@7.85; pigs and light lights, \$8.75.

SHEEP—Fat lamb prices are 75c higher on better grades than a week ago, bulk natives \$7.50@8.50; best westerns Tuesday, \$9.25 and \$9.35; common throwouts, \$4.50@5.00; fat ewes, \$2.00@3.50.

HOG WEIGHTS AND COSTS.

The average weight and cost of hogs, computed on packer and shipper purchases, as reported for June, 1930, with comparisons, by the U. S. Bureau of Agricultural Economics are given as follows:

	—1930—		—1929—		—1930—		—1929—	
	Per	Per	Per	Per	Per	Per	Per	Per
	100	100	100	100	100	100	100	100
	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.	Lbs.
CHICAGO.								
Jan.	228	\$9.78	228	\$9.22	206	\$9.82	203	\$9.07
Feb.	231	10.67	228	10.19	208	10.71	205	10.05
Mar.	235	10.17	238	11.44	206	10.44	205	11.25
Apr.	234	10.00	241	11.41	200	10.05	204	11.24
May	238	10.02	239	10.81	202	10.09	206	10.93
June	245	9.52	247	10.72	201	9.87	206	10.33
Year.	239	10.16	239	10.16	204	10.39	204	10.39
KANSAS CITY.								
Jan.	232	\$9.55	242	\$8.89	247	\$9.48	237	\$8.84
Feb.	234	10.34	242	9.91	248	10.11	239	9.83
Mar.	232	9.88	244	11.01	251	9.66	252	11.04
Apr.	225	9.68	235	10.98	254	9.51	254	10.98
May	229	9.71	228	10.49	232	9.57	235	10.28
June	223	9.54	228	10.61	250	9.18	259	10.31
Year.	231	10.03	231	10.03	255	9.84	255	9.84
ST. PAUL.								
Jan.	225	\$9.55	224	\$8.77	215	\$9.38	216	\$8.42
Feb.	230	10.24	225	9.94	218	9.68	209	9.41
Mar.	226	9.79	229	11.08	212	9.24	206	10.05
Apr.	234	9.56	235	11.11	206	9.08	206	10.33
May	245	9.46	248	10.39	203	9.22	204	10.21
June	276	8.84	275	10.00	208	9.30	206	10.34
Year.	234	9.68	234	9.68	207	9.85	207	9.85

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended August 2, 1930, were 3,334,000 lbs.; previous week, 2,590,000 lbs.; same week last year, 3,635,000 lbs.; from January 1 to August 2 this year, 117,282,000 lbs.; same period a year ago, 120,378,000 lbs.

Shipments of hides from Chicago for the week ended August 2, 1930, were 2,266,000 lbs.; previous week, 2,751,000 lbs.; same week last year, 3,445,000 lbs.; from January 1 to August 2 this year, 99,867,000 lbs.; same period a year ago, 132,188,000 lbs.

KINDS OF LIVESTOCK KILLED.

Classification of livestock slaughtered in May, 1930, based on reports from about 600 packers and slaughterers representing nearly 75 per cent of the total slaughter under federal inspection, as reported by the U. S. Department of Agriculture, with comparisons:

	Cattle				Hogs		Sheep and lambs	
	Steers	Cows and heifers	Bulls and stags	Barrows	Sows	Stags and boars	Lambs and yearlings	Sheep
1929	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
Jan.	47.54	49.44	3.52	52.48	47.15	37	92.50	7.41
Feb.	49.01	48.06	2.93	53.08	46.53	39	93.12	6.88
Mar.	50.95	45.06	3.39	51.41	48.04	55	94.15	5.85
Apr.	54.79	41.44	3.77	49.37	49.75	88	91.56	8.44
May	53.75	41.21	5.04	48.51	50.70	79	87.12	15.88
June	52.04	42.45	5.51	46.90	52.72	68	89.94	10.06
July	52.05	42.98	4.97	38.79	60.57	64	91.06	8.04
Aug.	50.34	45.59	4.07	39.30	60.12	58	91.39	8.61
Sept.	48.59	47.77	3.64	42.02	57.48	50	91.44	8.56
Oct.	42.87	53.52	3.61	45.81	53.65	54	91.21	8.79
Nov.	39.64	56.69	3.67	47.90	51.54	56	89.68	10.32
Dec.	44.55	51.01	4.44	49.77	49.75	48	91.65	8.35
Av. 1930.	48.63	47.38	3.99	47.68	51.76	56	91.23	8.77
Jan.	46.39	50.04	3.57	52.21	47.27	52	91.70	8.30
Feb.	47.68	48.59	3.73	53.54	46.04	42	93.21	6.79
Mar.	51.49	45.28	3.23	52.37	47.01	62	95.16	8.84
Apr.	53.17	43.03	3.80	49.13	50.00	87	95.30	4.70
May	56.02	40.14	3.84	47.85	51.46	60	93.22	6.78

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended July 31, 1930, with comparisons, as reported by the Dominion Live Stock Branch:

BUTCHER STEERS.			
	1,000-1,200 lbs.	Week ended July 31.	Prev. week.
Toronto	\$ 8.00	\$ 8.50	\$11.60
Montreal	8.00	8.25	10.75
Winnipeg	8.00	8.50	10.50
Calgary	7.25	7.00	9.25
Edmonton	6.50	7.50	9.00
Prince Albert	.....	.....	8.00
Moose Jaw	.....	.....	.....
Saskatoon	7.00	8.50	9.00
VEAL CALVES.			
	\$11.00	\$11.00	\$16.50
Toronto	9.50	9.00	14.50
Montreal	9.50	9.00	13.50
Winnipeg	9.00	9.00	10.00
Calgary	9.00	9.00	10.00
Edmonton	9.00	8.50	10.00
Prince Albert	7.50	7.50	9.00
Moose Jaw	8.50	8.00	10.00
Saskatoon	8.00	8.00	10.00

SELECT BACON HOGS.			
	\$12.75	\$13.25	\$15.00
Toronto	13.00	13.60	15.25
Montreal	12.00	12.00	14.00
Winnipeg	11.00	11.00	13.50
Calgary	12.00	12.00	13.50
Edmonton	11.70	11.70	14.00
Prince Albert	12.20	11.75	13.90
Moose Jaw	11.75	11.70	13.80
Saskatoon	11.75	11.70	13.80
GOOD LAMBS.			
	\$11.50	\$12.50	\$16.00
Toronto	11.00	12.00	13.50
Montreal	10.00	10.00	11.00
Winnipeg	8.00	8.50	11.00
Calgary	7.50	7.50	10.00
Edmonton	8.00	8.00	10.00
Prince Albert	8.00	8.00	10.00
Moose Jaw	8.00	8.00	10.00
Saskatoon	8.00	8.00	10.00

TANNERS' JUNE HIDE STOCKS.

Stocks of raw hides and skins held by tanners on June 30, 1930, with comparisons, are given by the U. S. Department of Commerce as follows:

	June 30, 1930.	May 31, 1930.
Cattle, total hides.....	1,561,501	1,630,296
Green salted:		
Steers, hides.....	556,512	510,374
Cows, hides.....	576,704	643,907
Bulls, hides.....	49,716	28,418
Unclassified, hides.....	320,389	385,666
Dry or dry salted, hides.....	58,250	61,051
Calf, skins.....	2,251,480	2,022,170
Kip, skins.....	243,193	212,511
Sheep and lamb, skins.....	8,306,268	7,616,961
Goat and kid, skins.....	12,052,357	11,051,513
Cabretta, skins.....	1,052,614	936,291

Hide and Skin Markets

Chicago.

PACKER HIDES—There was no trading in big packer hides this week, the market being just about cleaned up to the first of the month. It is thought that the sales last week totaled in the neighborhood of 30,000 or 40,000 hides, steady prices being secured for all descriptions moving.

The smaller cattle receipts with the well sold-up position of the market has created a situation whereby the packers are willing to mark time for awhile and to be indifferent to lower bids.

A material drop in the hide imports at the three leading ports during the five weeks since the new tariff became effective is also a factor influencing packers to hope for better conditions in the hide market. The total imports during these five weeks were 220,855 hides, compared with 418,503 for the preceding five weeks and 283,166 during the corresponding period last year.

In the absence of trading, all prices are quoted nominally on the basis of last trading.

Spread native steers are nominally 14½@15c, steady with last sales. There is some disposition to advance asking price on heavy native steers, but some feel that the market is top at 13½c, last paid.

Last trading in heavy butt branded and Colorado steers was two cars each at 13½c and 13c respectively. Buyers are offering 10c for branded cows and 10½c for light native cows, but packers are holding for 10½c and 11c, last trading prices.

Bids of 12c have been made for heavy native cows. This is ½c up from last trading, but no sales are reported at this price, packers holding out for 12½c.

Native bulls sold last week at 7c flat; branded, 6c.

Russia is again reported in the South American market. Sales of South American hides are being made at steady prices, \$32.50, equal to 13½@13¾c, c.i.f. New York.

Later.—One large packer sold branded cows Friday at 10c and ex-light native steers at 11½c, July and Aug. takeoff. Around 5,000 hides involved.

SMALL PACKER HIDES—Some what in excess of 20,000 August hides moved on two days this week. Earlier trading was at 10½c for all weights and 10c for branded. Later sales are reported at 10c for both descriptions.

These prices are from ¼@½c down from last reported trading. Another Chicago packer moved his July and August production of native all-weights and branded on private terms.

No activity is reported in the Pacific Coast market. July hides are still being held. The market is quoted nominally at 9c for steers and 8c for cows, f.o.b. shipping point.

HIDE TRIMMINGS—Quoted \$30.00 @32.00 per ton, Chicago, nominal.

COUNTRY HIDES—Country hides are also slow in sympathy with the packer hide market. All weights are considered worth 8c, selected, delivered for 48-lb. averages, but few are available or are being offered. Last reported trading in 60-lb. and up cows and steers, 7½c selected. Buff weights are quoted at 8c nominal, with 8½c gen-

erally asked. All other descriptions steady with last week's prices.

CALFSKINS—Two cars of packer calfskins sold this week at 20½c or 1½c up from last week. However, these were special points and it is generally felt that this sale does not establish the market. Packer calfskins continue to be quoted at 19c.

Chicago city calf is quoted at 16½c nominal for 8/15-lb. weights; mixed cities and countries, 14@14½c nominal; straight countries, around 13c.

KIPSKINS—There was little or no trading in kipskins this week. Last sales reported last week were at 17½c for northern and 15½c for over-weights. Offerings have been made at ¼c under these figures, it is said. Branded kips are offered at 13c.

HORSEHIDES—Buyers of horsehides are apparently interested only in bargain lots, and the market continues dull and barely steady. Choice city renderers are quoted not over \$4.00. Mixed city and country lots range from \$3.00@3.50, based on not more than 10 per cent of No. 2's.

SHEEPSKINS—Big packer shearlings continue firm at 50@55c. One big packer continues to move his production regularly at the higher price. No. 2's are bringing from 30@32½c. Beavers continue to be in good demand at \$1.00. Dry pelts are quoted around 10c lb. Small packer shearlings continue to be quoted at 25@32½c flat, depending on quality. Pickled skins are in somewhat better demand at \$2.50@4.00, with some sales reported at these prices. Spring lambs, due to conditions in the wool market, are in little demand; prices are barely steady at 50c each.

PIGSKINS—No. 1 pigskin strips for tanning are being offered at 6@7c. Gelatin scraps in carlots are offered at 4c Chicago.

New York.

PACKER HIDES—No trades have been reported in this market, July production having been sold several weeks back at 14c for native steers, 13½c for butt brands, and 13c for Colorados. There have been no sales, as yet, of August hides.

COUNTRY HIDES—There is little or no activity on country hides. Both buyers and sellers appeared to have assumed a waiting policy, although business could be done at prices ½c over bids. Allweights are generally priced at 8c; buff weights, 8c; extremes, 10@10½c.

CALFSKINS—The calfskin market continued quiet, sales of only four cars being reported up to Thursday noon. One car of 5-7's sold at \$1.60, two cars of 7-9's at \$1.90 and one car of 9-12's at \$2.65. Last previous sales of 5-7's was at \$1.60; 7-9's at \$1.90 and 9-12's at \$2.70.

New York Hide Exchange Futures.

Saturday, August 2, 1930—Close: Aug. 10.40; Sept. 10.65; Oct. 11.00; Nov. 11.35; Dec. 11.70 sale; Jan. 11.95; Feb. 12.25; Mar. 12.50; Apr. 12.75; May 13.00 sale; June 13.15; July 13.35. Sales 7 lots.

Monday, August 4, 1930—Close: Aug. 10.25; Sept. 10.50; Oct. 10.85n; Nov. 11.15n; Dec. 11.56; Jan. 11.85n; Feb. 12.10; Mar. 12.35; Apr. 12.60; May

12.85; June 13.00n; July 13.40. Sales 45 lots.

Tuesday, August 5, 1930—Close: Aug. 10.10; Sept. 10.30@10.45; Oct. 10.80; Nov. 11.15; Dec. 11.30 sales; Jan. 11.80; Feb. 12.05; Mar. 12.30; Apr. 12.55; May 12.80; June 13.00; July 13.25.

Wednesday, August 6, 1930—Close: Aug. 10.00n; Sept. 10.30n; Oct. 10.70n; Nov. 11.05n; Dec. 11.41@11.45; Jan. 11.70n; Feb. 12.00n; Mar. 12.20n; Apr. 12.45n; May 12.70 sale; June 12.90n; July 13.15n.

Thursday, August 7, 1930—Close: Aug. 9.80n; Sept. 10.10 sale; Oct. 10.45n; Nov. 10.80n; Dec. 11.17 sale; Jan. 11.35n; Feb. 11.60n; Mar. 11.90n; Apr. 12.20n; May 12.51@12.55; June 12.70n; July 12.95n.

Friday, August 8, 1930—Close: Aug. 9.70n; Sept. 9.90@10.00; Oct. 10.30n; Nov. 10.70n; Dec. 11.12 sales; Jan. 11.30n; Feb. 11.60n; Mar. 11.85n; Apr. 12.15n; May 12.40@12.41 sales; June 12.60n; July 12.85n.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended August 2, 1930, were as follows:

Week ended	New York.	Boston.	Phila.
Aug. 2, 1930	37,354	84,342	8,568
July 20, 1930	3,733	622	.....
July 19, 1930	14,008	20,427	18,577
July 12, 1930	13,896	.....	546
To date, 1930.....	1,080,344	614,919	375,087
Aug. 3, 1929	48,675	14,554	4,000
July 27, 1929	116,670	55,781	39,987
To date, 1929.....	987,471	222,048	361,580

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending Aug. 8, 1930, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended Aug. 8, 1930.	Prev. week.	Cor. week, 1929.
Spr. nat.	.....14½@15	14½@15n	20 @20½
atra.	.....@13½	@13½	@18½
Hvy. nat. atra.	@13½	@13½	@17½
Hvy. Tex. atra.	@13½	@13½	@17½
Hvy. butt brnd'd	@13½	@13½	@17½
atra.	@13½	@13½	@17½
Hvy. Col. atra.	@13	@13	16½@17
Ex-light Tex.	@10½	@10½	16 @16½
Kips	@10	@10½	16 @16½
Brnd'd cows.	@10	@10½	16 @16½
Hvy. nat.	.....11½@12	@11½	@18
cows	@11	@11	@17tax
Lt. nat. cows	@7	@7	12½@12½
Nat. bulls.	@6	@6	11 @11½
Brnd'd bulls.	@6	@6	23 @23½
Calfskins	@19	@19	23 @23½
Kips, nat.	.....17½@17½	@17½	@21½
Kips, ov-wt.	@15½	@15½	@20½
Kips, brnd'd.	@15n	@15n	@17½
Stunks, reg.	@1.25	@1.25	@1.40
Stunks, hrls.	@30	@30	@40
Light native, butt branded and Colorado steers	1c per lb. less than heavies.		

CITY AND SMALL PACKERS.			
	Week ended Aug. 8, 1930.	Prev. week.	Cor. week, 1929.
Nat. all-wts.	@10½	@11n	@17tax
Branded	@10	@10½n	@15½ax
Nat. bulls	@7n	@7n	@12½
Brnd'd bulls.	@6n	@6n	@11
Calfskins	@16½n	@16½n	@21½n
Kips	@15½n	@15½n	@19½
Stunks, reg.	@1.15	@1.15	@1.20
Stunks, hrls.	@20	@20	@30n

COUNTRY HIDES.			
	Week ended Aug. 8, 1930.	Prev. week.	Cor. week, 1929.
Hvy. steers	7½@8	7½@8	11½@12
Hvy. cows	7½@8	7½@8	11½@12
Bufs	8 @8½	8 @8½	12½@13
Extremes	10 @10½	10 @10½	15½@16
Bulls	@5n	@5n	@6n
Kips	@13n	@13n	17 @18
Light calf	@1.00	@1.00	1.10@1.20
Deacons	@1.00	@1.00	1.10@1.20
Stunks, reg.	@50	@50	50 @50
Stunks, hrls.	@10n	@10n	@10n
Horsehides	3.00@4.00	3.00@4.00	5.00@6.25
Hogskins	@50	@50	00 @65

SHEEPSKINS.			
	Week ended Aug. 8, 1930.	Prev. week.	Cor. week, 1929.
Pkr. lambs
Sml. pkr.
lambs
Pkr. shearings	@55	@55	1.00@1.17½
Dry pelts	@10	@10	20 @21

3



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Plant Cooling Notes

For the Meat Plant Employee Who Is Interested in Refrigeration.

INSUFFICIENT CHARGE.

Many refrigerating plants are habitually worked with an insufficient charge of ammonia. One great factor that tends to bring about this undesirable state of affairs is that so many machines are entirely without any form of gauge or indicator to denote the liquid level, or to show in any way the liquid ammonia contents.

Many operators seem to be under the impression that a plant should only contain as much ammonia as the receiver or container will comfortably hold. Rather they should look upon the receiver as a balance tank, the purpose of which is simply to receive the condensed liquid from the condenser coils and to pass it on to the evaporator.

For the purpose of illustration, and to better understand what goes on within the plant, let us trace briefly the passage of the refrigerant from the receiver, through the system and back, following it through the complete cycle of operations.

First by opening the expansion valve we allow the liquid ammonia to pass from the receiver to the evaporator coils in the cold room. There while it is in its liquid state, it absorbs a certain amount of heat from the surface area of the coils within which it evaporates, and by its expansion it generates a gas. Thus we now have in the coils a gas containing the warmth absorbed from the surrounding surface, assuming, of course, that the plant is working. We find that the gas and its absorbed warmth is carried by suction from the evaporator to the low temperature or suction side of the compressor.

We know that the compression of a gas will increase its temperature; thus we see that the gas and its absorbed warmth drawn from the evaporator, when subject to compression once more, has its temperature increased, this time considerably. It is discharged under a high pressure and at a high temperature into the condenser coils, where it comes into contact with the water-cooled surface of the coils. This surface, being much colder than the compressed gas, causes it to collapse and liquefy.

The water, acting in the same way as the liquid ammonia did in the evaporator coils, absorbs and carries away the heat. The ammonia now condensed returns to its original place—the receiver—in its original (liquid) state, so completing the cycle, and so long as the compressor is working and the expansion valve open this action is continuous.

If the plant is working with an insufficient charge of ammonia, it can safely be assumed that uncondensed gas is being sent to the evaporator coils, which means that although the compressor itself is doing its normal

share of work (it must because it has a constant speed and a constant cubic capacity) the refrigerant is not, simply because it goes to the evaporator as a gas, and as a gas it has not the heat-absorbing qualities of liquid ammonia.

Then, too, when there is an accumulator in the suction line between the evaporator coils and the compressor the gas is condensed there, and we find that the liquid in the accumulator generates gas and so adds unnecessary work to the compressor, incidentally adding to the temperature of the suction gas.—Ice and Cold Storage.

REFRIGERATION NOTES.

A contract has been let by the Watson-Anderson Wholesale Grocery Co., McCamey, Tex., for the installation of a cold storage department in its warehouse.

City Ice & Cold Storage Corp., Seattle, Wash., has let a contract for an addition to its plant.

Additional refrigerating machinery has been added to the plant of the Alva Ice & Cold Storage Co., Alva, Okla.

The new cold storage plant of the Bergman Produce Co., Quanah, Tex., was placed in operation the first week in August.

A contract has been awarded by Bell Brothers, Inc., for the construction of a 2-story ice and cold storage plant at Twelfth and Bernice sts., San Francisco, Calif.

New, refrigerating machinery has been installed in the plant of the Sterling Ice & Cold Storage Co., Sterling, Colo.

A new warehouse and cold storage plant has been opened by the Strohman Warehouse & Cartage Co., Indianapolis, Ind.

Central Atlantic States Service Co., Waynesboro, Va., will erect a cold storage plant to cost \$300,000.

Contract for the construction of an addition to its plant has been made by the Beebe Cold Storage Corp., Sabot, Va.

New equipment was installed recently in the cold storage plant of Green and Baker, Meadville, Md.

A refrigerator building has been erected on the Union Wharf, Portland, Me., by the Dirigo Fish Co. A 55-ton machine has been installed.

The contract for an experimental refrigerating plant has been let by the Florida Board of Control, Gainesville, Fla.

HIDE RESEARCH HEAD RESIGNS.

After nine years of active service as director of the Research Laboratory of the Tanners' Council at the University of Cincinnati, Professor McLaughlin tendered his resignation to the executive committee of the Tanners' Council as of May 23, 1930. The resignation was accepted at a meeting of the committee in New York on June 26. The

minutes of the committee expressed the keen regret with which the resignation was accepted.

Professor McLaughlin's service has been since the inception of the research work of the Tanners' Council and dates from the organization of that work at the University. The beginnings were extremely modest, but in November, 1924, Professor McLaughlin having then been in service three years, the leather industry dedicated the fine building which the laboratory now occupies, and which has been presided over by Professor McLaughlin ever since.

In these nine years of intensive research work for an industry which had never before known any such activities the results accomplished have been unique in the history of leather research. The science and practice of curing, soaking, liming and bating have been thoroughly worked out and the practical application of each successfully has been proven by a considerable number of tanners.

There have been many times in these nine years when it has been extremely difficult for an entire industry to accommodate itself with patience to the progress of fundamental research for its benefit, but the results attained have proved to an old industry that its salvation lies in scientific developments.

Professor McLaughlin, recognized as an authority, goes with the B. D. Eisen-drath Tanning Company of Racine, Wis.

MAY MEAT EXPORTS.

Domestic exports of specific classes of meats and meat products from the United States during May, 1930, are officially reported by the U. S. Bureau of Foreign and Domestic Commerce as follows:

	Lbs.	Value.
Beef, fresh	154,697	\$ 35,842
Beef, pickled or cured.....	1,335,025	144,500
Pork carcasses	148,653	17,844
Loins and other fresh pork.....	1,461,841	272,905
Wiltshire sides	356,810	94,657
Hams and shoulders	13,845,323	2,717,063
Bacon	8,552,723	1,316,261
Cumberland sides	529,819	96,137
Pickled pork	3,916,788	513,277
Mutton and lamb	116,162	22,617
Sausage	260,572	78,514
Lard	62,561,919	6,809,495
Neutral lard	1,055,382	126,005
Meat ext. and bouillon cubes	7,775	18,452

To non-contiguous territories:

Alaska—Beef, fresh, 381,963 lbs.; beef, pickled or cured, 31,056 lbs.; mutton and lamb, 50,381 lbs.; sausage, 30,969 lbs.

Hawaii—Beef, fresh, 6,350 lbs.; beef, pickled or cured, 150 lbs.; pork carcasses, fresh or frozen, 21,297 lbs.; loins and other fresh pork, 77,981 lbs.; hams and shoulders, cured, 93,264 lbs.; bacon (except pickled), 40,369 lbs.; pickled pork, 32,837 lbs.; mutton and lamb, 10,431 lbs.; sausage, 112,085 lbs.

Porto Rico—Beef, fresh, 14,051 lbs.; beef, pickled or cured, 1,040 lbs.; pork loins and other fresh pork, 36,346 lbs.; hams and shoulders, cured, 524,272 lbs.; bacon (except pickled), 65,538 lbs.; pickled pork, 1,037,299 lbs.; mutton and lamb, 3,905 lbs.; sausage, 133,970 lbs.; lard, 1,437,699 lbs.; lard, neutral, 3,375 lbs.; meat extracts and bouillon cubes, 43 lbs.

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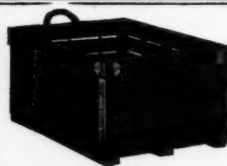
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Chicago Section

D. P. Cosgrove, vice-president, Sterne & Son Co., Chicago, has left for a vacation in Canada.

Edward A. Schenk, vice-president, Columbus Packing Co., Columbus, O., was in town this week.

J. W. Rath, president, Rath Packing Co., Waterloo, Ia., was a visitor in Chicago during the week.

Michael F. Cudahy, president and general manager, Cudahy Bros. Co., Cudahy, Wis., was in Chicago this week.

Chester G. Newcomb, vice-president, Lake Erie Provision Co., Cleveland, O., was in town during the week.

Charles S. Hughes, president, Hughes-Curry Packing Co., Anderson, Ind., came to Chicago during the week.

Frank A. Hunter, president, East St. Louis Packing Co., East St. Louis, Ill., was a visitor in Chicago this week.

L. E. Dennig, president and treasurer, St. Louis Independent Packing Co., St. Louis, Mo., was in Chicago during the week.

W. F. Price, vice-president and general manager, Dold Packing Co., Buffalo, N. Y., spent some time in Chicago this week.

J. M. O'Rourke, publicity department, Cudahy Packing Co., Chicago, is vacationing at Misquamicut, R. I., and is expected back next week.

George M. Foster, secretary, and J. C. Stentz, treasurer, John Morrell & Co., Ottumwa, Ia., were in Chicago during the week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 19,589 cattle, 3,931 calves, 39,207 hogs and 25,963 sheep.

H. D. Tefft, Director of the Department of Packinghouse Practice and Research of the Institute of American Meat Packers, was in Milwaukee on Wednesday visiting Institute members.

A. C. Schueren, president of the Vaughan Company, attended the retailers' national convention at Minneapolis this week, and returned by airplane the second day.

Karl D. Kubaugh and J. C. Mellon, formerly with the Mechanical Manufacturing Co., are now associated with the Allbright-Nell Co. They will call on the trade in the territories they covered while with Mechanical.

Otto Finkbeiner, president of the Little Rock Packing Co., Little Rock, Ark., and Mrs. Finkbeiner, with their niece, are on their way to Europe, sailing from New York on the steamer Leviathan. It needed the biggest ship afloat to carry Otto!

Provision shipments from Chicago

for the week ended Aug. 2, 1930, with comparisons, were as follows:

	Last wk.	Prev. wk.	Cor. wk., 1929.
Cured meats, lbs.	12,908,000	13,010,000	26,718,000
Fresh meats, lbs.	46,121,000	47,069,000	35,798,000
Lard, lbs.	4,745,000	3,907,000	4,964,000

John H. Moninger of the Institute of American Meat Packers was in Minneapolis this week attending the annual convention of the National Association of Retail Meat Dealers. R. H. Gifford represented Swift & Company at the convention, and R. D. MacManus was there in the interests of Armour and Company.

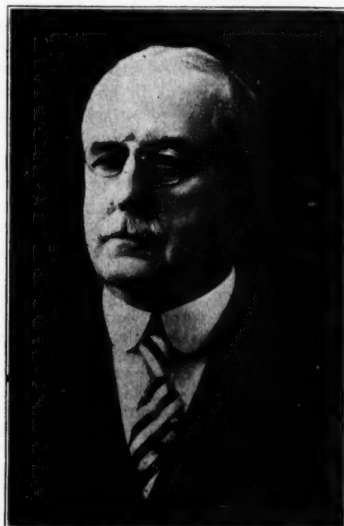
Vice president Charles E. Herrick of the Brennan Packing Co. was the victim of a presentation ceremony at the meeting of the Chicago Rotary Club last Tuesday, when he was given a very handsome marble and silver desk set as a tribute to his success as chairman of the Chicago committee which was host to the recent Rotary International Silver Jubilee Convention, when 15,000 visitors came from more than 40 different countries to the meeting.

PACKER CATTLE EXPERT DIES.

James Brown, for many years one of the best-known packer cattle buyers in the country, and a friend and close associate of the late J. Ogden Armour, died at his home in Los Angeles, Calif., on August 5, after a lingering illness.

Mr. Brown, widely known throughout the packing industry as "Jim Brown," bought cattle for Armour and Company for more than 30 years. For 25 years of this time he was head cattle buyer. He retired on pension in the spring of 1924 and entered the cattle business in the Southwest.

Born on a farm near Springfield, Ill., in 1854, as a young man Mr. Brown



THE LATE JAMES BROWN.

journeyed westward, and in 1880 located at Buffalo, Wyo., near old Fort McKinney. Here he engaged in the livestock business on a large scale. In 1889 he came to Chicago and became a partner in the livestock commission firm of Ward and Brown, but relinquished this at the invitation of J. Ogden Armour to enter the cattle buying department of Armour and Company.

He was an extensive breeder of Shorthorn cattle and Shropshire sheep on his farm near Dundee, Ill., and was a director of the International Live Stock Exposition for many years.

Mr. Brown is survived by his widow. Funeral services were from Oakwoods cemetery chapel, 67th street and Greenwood avenue, Chicago, on August 9.

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended August 2, 1930, with comparisons, are as follows:

	Week ended Aug. 2.	Prev. week.	Cor. week, 1929.
West. drad. meats:			
Steers, carcasses	7,811	8,560	7,615
Cows, carcasses	478	532	755
Bulls, carcasses	230	206	30
Veals, carcasses	7,812	7,134	6,352
Lambs, carcasses	29,005	26,020	22,726
Mutton, carcasses	1,114	909	2,242
Beef cuts, lbs.	123,767	125,101	302,735
Pork cuts, lbs.	1,670,379	1,763,846	1,336,841
Local slaughters:			
Cattle	6,453	7,498	8,160
Calves	10,386	14,649	12,708
Hogs	30,341	29,137	30,785
Sheep	58,072	65,506	55,240

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Aug. 2, 1930, are as follows:

	Week ended Aug. 2.	Prev. week.	Cor. week, 1929.
West. drad. meats:			
Steers, carcasses	2,272	2,571	2,337
Cows, carcasses	524	683	979
Bulls, carcasses	532	487	304
Veals, carcasses	1,581	1,480	1,551
Lambs, carcasses	14,776	12,612	9,752
Mutton, carcasses	769	502	1,535
Pork, lbs.	394,844	527,834	405,529
Local slaughters:			
Cattle	1,173	1,121	1,107
Calves	2,166	2,507	1,829
Hogs	11,333	6,620	9,061
Sheep	5,169	12,116	5,060

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended Aug. 2, 1930, with comparisons, are as follows:

	Week ended Aug. 2.	Prev. week.	Cor. week, 1929.
West. drad. meats:			
Steers, carcasses	2,554	3,001	2,468
Cows, carcasses	1,119	1,239	1,685
Bulls, carcasses	10	.....	29
Veals, carcasses	1,465	1,622	1,205
Lambs, carcasses	22,052	21,183	18,353
Mutton, carcasses	590	388	1,054
Pork, lbs.	432,189	523,113	250,714

How is a beef carcass trimmed and washed to get the best results? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading, Thursday,
August 7, 1930.

Regular Hams.	
Green.	S. P.
8-10	18 1/2
10-12	17 1/2
12-14	17 1/2
14-16	17 1/2
16-18	17 1/2
18-20	17 1/2
20-22	17 1/2

S. P. Boiling Hams.	
H. Run.	Select.
16-18	17 1/2
18-20	17 1/2
20-22	17 1/2

Skinned Hams.	
Green.	S. P.
10-12	19 1/2
12-14	19 1/2
14-16	19 1/2
16-18	18 1/2
18-20	17 1/2
20-22	16 1/2
22-24	15 1/2
24-26	15 1/2
26-28	15 1/2
30-35	13 1/2

Picnics.	
Green.	S. P.
4-6	13 1/2
6-8	12 1/2
8-10	11 1/2
10-12	11 1/2
12-14	11 1/2

Bellies.	
Green.	Dry Cured.
6-8	20
8-10	19
10-12	17 1/2
12-14	17 1/2
14-16	16 1/2
16-18	16 1/2

D. S. Bellies.	
Clear.	Rib.
14-16	15 1/2
16-18	15
18-20	14 1/2
20-25	14 1/2
25-30	14 1/2
30-35	14
35-40	13 1/2
40-50	13 1/2

D. S. Fat Backs.	
8-10	8 1/2
10-12	8 1/2
12-14	9 1/2
14-16	10
16-18	10 1/2
18-20	10 1/2
20-25	11 1/2

D. S. Rough Ribs.	
45-50	35-45
55-60	35-45
65-70	4-8
75-80	4-6

Other D. S. Meats.	
Extra short cleats.	35-45
Extra short ribs.	35-45
Regular plates.	4-8
Clear plates.	4-6
Jowl butts.	9 1/2

FUTURE PRICES.

SATURDAY, AUGUST 2, 1930.

LARD—		Open.	High.	Low.	Close.
Sept.	10.22 1/2	10.32 1/2	10.20	10.30	
Oct.	10.25	10.37 1/2	10.22 1/2	10.35ax	
Dec.	9.95-97 1/2	10.25	9.95	10.25	

MONDAY, AUGUST 4, 1930.				
LARD—				
Sept. . .	10.35	10.45	10.32½—	10.45b
Oct. . .	10.40	10.50	10.37½	10.50b
Dec. . .	10.30	10.40	10.25 ½	10.40b
Jan. . .	10.55	10.60	10.55	10.60b
CLEAR BELLIES—				
Sept. . . . .	....	....	....	13.45b

TUESDAY, AUGUST 5, 1930.				
LARD—				
Sept.	10.55-52½	10.60	10.47½	10.55—ax
Oct.	10.57½	10.65	10.55	10.65ax
Dec.	10.57-52½	10.55	10.42½	10.52½ax
Jan.	....	....	....	10.70b
CLEAR BELLIES—				
Sept.				13.59½

Sept.	.....	.....	.....	10.52 1/2b
WEDNESDAY, AUGUST 6, 1890.				
LARD—				
Sept.	...10.55	10.75	10.55	10.75
Oct.	...10.65	10.82 1/2	10.65	10.75
Dec.	...10.50-52 1/2	10.72 1/2	10.50	10.65-67 1/2
Jan.	...10.72 1/2	10.90	10.72 1/2	10.82 1/2ax
Feb.	...10.95	10.95	10.90	10.90ax
CLEAR BELLIES—				

CLEAR BELLIES—				
Sept.	13.62½	13.90	13.62½	13.90b
THURSDAY, AUGUST 7, 1930.				
LARD—				
Sept.	10.80	11.05	10.80	10.85ax
Oct.	10.87½	11.12½	10.87½	10.90ax
Dec.	10.75	11.05	10.72½	10.82½ax
Jan.	10.90	11.20	10.90	10.95ax
Feb.	10.90	11.00	11.00b	

Feb.	11.00b
CLEAR RELIES—	
Sept. ..14.00	14.00
FRIDAY, AUGUST 8, 1830.	
LARD—	
Sept. ...10.90	11.10
Oct. ...11.07½	11.07½
Dec. ...10.95-11.05	10.85
	10.95
	11.00b
	10.92

Jan. ...	11.10	11.15	11.00	11.10b
Feb. ....	.....	.....	.....	11.10n
CLEAR BELLIES—				
Sept. ....	.....	.....	.....	14.00n

Key: ax, asked; b, bid; n, nominal; — split.

Key: ax, asked; b, bid; n, nominal; — split.

YOUNGGREEN WITH LESAN

Charles C. Younggreen, formerly president of the Advertising Federation of America, has purchased a substantial financial interest in and has been elected president of the Dunham-Younggreen-Lesan Co., Inc., Chicago advertising agency. John H. Dunham has been elected chairman of the board in place of H. E. Lesan, and will continue his active direction of the creative end of the business. H. R. Van Gunten is executive vice-president, Fred F. Wagner is vice-president and J. H. Eydeler is secretary and treasurer. H. E. Lesan remains as a director, and the Lesan companies retain a large stock interest in the new organization. It was announced that Mr. Younggreen will also be interested in and available for counsel in the H. E. Lesan Advertising Agency, Inc., of New York and other affiliated companies in the Lesan organization, although his principal responsibilities and activities will be in the Middle West, with headquarters at Chicago.

CHICAGO RETAIL MEATS

Beef.

Week ended

Aug. 6, 1930. Cor. wk., 1929.

No.	No.	No.	No.	No.	No.
1.	2.	3.	1.	2.	3.
Rib roast, hvy. end.	30	27	10	35	30
Rib roast, lt. end.	30	27	10	35	30
Chuck roast	25	21	16	32	27
Steaks, round	40	35	20	60	50
Steaks, sirloin	40	35	20	50	40
Steaks, porterhouse	50	40	22	60	45
Steaks, flank	25	24	16	28	25
Beef stew, chuck	24	20	14	27	22
Corned briskets, boneless	32	28	18	28	24
Corned plates	20	18	10	20	18
Corned rumps, bala.	25	22	18	25	22

Lamb.

Good.	Com.	Good.	Com.
Hindquarters	30	22	35
Legs	28	23	36
Stews	15	15	22
Chops, shoulder	25	20	25
Chops, rib and loin	50	25	50

Mutton.

Legs	24	26	..
Stew	14	14	..
Shoulders	16	16	..
Chops, rib and loin	35	35	..

Pork.

Loins, 8@10 av.	24	@26	30	@32
Loins, 10@12 av.	24	@26	28	@30
Loins, 12@14 av.	24	@26	24	@26
Loins, 14 and over	15	@18	15	@22
Chops	27	@30	27	@32
Shoulders	16	@18	20	@22
Butts	22	@24	24	@26
Spareribs	16	@16	16	@17
Hocks	12	@12	12	@12
Leaf lard, raw	11	@11	11	@14

Veal.

Hindquarters	28	@30	35	@40
Forequarters	14	@16	24	@26
Legs	28	@30	35	@38
Brasas	16	@22	16	@22
Shoulders	20	@22	20	@22
Cutlets	16	@50	16	@50
Rib and loin chops	16	@50	16	@40

Butchers' Offal.

Suet	@4	@4
Shop fat	2 1/2	2 1/2
Bone, per 100 lbs.	@50	@50
Calf skins	@16	@18
Kips	@14	@16
Deacons	@12	@12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of soda, l. c. l. Chicago	10 1/4	
Saltpeter, 25 bbl. lots, f.o.b. N. Y.		6
Dbl. refined, granulated	6 1/2	
Small crystals	7 1/2	
Medium crystals	8 1/2	
Large crystals	8 1/2	
Dbl. rfd. gran. nitrate of soda	3 1/2	3 1/2
Less than 25 bbl. lots 1/4c more.		
Boric acid, carloads, powdered, in bbls.	8 1/2	8 1/2
Crystals to powdered, in bbls.		
5 ton lots or more	9 1/2	9 1/2
In bbls. in less than 5-ton lots	8 1/2	9
Borax, carloads, powdered, in bbls.	5	4 1/2
In ton lots, gran. or pow., bbls.	5	4 1/2
Salt—		
Granulated, carlots, per ton, f.o.b. Chicago		\$6.60
Medium, carlots, per ton, f.o.b. Chicago		\$6.10
Rock, carlots, per ton, f.o.b. Chicago		8.00
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans		@3.25
Second sugar, 96 basis		None
Syrup testing 63 and 65 combined sucrose and invert, New York		@.38
Standard gran. f.o.b. refiners (2%)		@4.50
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%		@4.00
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%		@3.90

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	18	21
Cinnamon	12	16
Cloves	30	36
Coriander	4 1/2	6 1/2
Ginger	16	16
Mace	76	80
Nutmeg	26	26
Pepper, black	21	23 1/2
Pepper, Cayenne	25	25
Pepper, red	20	20
Pepper, white	26	30 1/2

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended Aug. 6, 1930.	Cor. week, 1929.
Prime native steers	17 @19	24 @25½
Good native steers	16½ @17	23½ @24
Medium steers	14 @16	23 @23½
Heifers, good	12½ @14	20 @21
Cows	9 @11	16 @18
Hind quarters, choice	23 @26	27 @31
Fore quarters, choice	12 @13	20 @21

Beef Cuts.

Steer loins, No. 1.	@34	@44
Steer loins, No. 2.	@31	@43
Steer short loins, No. 1.	@45	@54
Steer short loins, No. 2.	@39	@42
Steer loin ends (hips)	@24	@34
Steer loin ends, No. 2.	@24	@34
Cow loins	@19	@30
Cow short loins	@24	@37
Cow loin ends (hips)	@15	@23
Steer ribs, No. 1.	@20	@30
Steer ribs, No. 2.	@18	@28
Cow ribs, No. 1.	@12	@21
Cow ribs, No. 2.	@10	@16
Steer rounds, No. 1.	@19	@26½
Steer rounds, No. 2.	@18½	@26
Steer chucks, No. 1.	@11½	@19
Steer chucks, No. 2.	@10½	@18
Cow chucks	@14	@21
Steer plates	@8	@14½
Medium plates	@8	@12½
Briskets, No. 1.	@15	@20
Steer navel ends	@5½	@11
Cow navel ends	@5½	@11
Fore shanks	@7	@11½
Hind shanks	@6	@10
Strip loins, No. 1, boneless	@60	@70
Strip loins, No. 2.	@50	@60
Sirloin butts, No. 1.	@21	@30
Sirloin butts, No. 2.	@21	@30
Beef tenderloins, No. 1.	@75	@75
Beef tenderloins, No. 2.	@70	@70
Rump butts	@27	@30
Flank steaks	@22	@27
Shoulder clods	@13	@21
Hanging tenderloins	@11	@20
Insides, green, 6@8 lbs.	@14½	@14½
Outsides, green, 5@6 lbs.	@12½	@12½
Knuckles, green, 5@6 lbs.	@15½	@15½

Beef Products.

Brains (per lb.)	@10	@10
Hearts	@9	@14
Tongues, 4@5	@33	@35
Sweetbreads	@28	@42
Ox-tails, per lb.	@10	@15
Fresh tripe, plain	@8	@10
Fresh tripe, H. C.	@10	@10
Livers	@18	@17
Kidneys, per lb.	@15	@14

Lamb.

Choice lamb	@20	@28
Medium lamb	@18	@26
Choice saddles	@25	@33
Medium saddles	@23	@32
Choice fores	@15	@23
Medium fores	@12	@21
Lamb fries, per lb.	@33	@33
Lamb tongues, per lb.	@16	@16
Lamb kidneys, per lb.	@25	@30

Mutton.

Heavy sheep	@7	@8
Light sheep	@11	@13
Heavy saddles	@8	@10
Light saddles	@14	@16
Heavy fores	@6	@7
Light fores	@5	@6
Mutton legs	@15	@20
Mutton loins	@13	@16
Mutton stew	@7	@10
Sheep tongues, per lb.	@16	@16
Sheep heads, each	@10	@12

Fresh Pork, Etc.

Pork loins, 8@10 lbs. avg.	@26	@20
Picnic shoulders	@14	@17
Skinned shoulders	@15	@18
Tenderloins	@11	@14
Spare ribs	@10	@12
Back fat	@13	@14
Boston butts	@19	@22
Boneless butts, cellar trim,	@24	@23
Hocks	@12	@13
Tails	@12	@12
Neck bones	@4	@4
Slip bones	@14	@14
Blade bones	@14	@14
Pigs' feet	@6	@7
Livers	@12	@14
Kidneys, per lb.	@8	@7½
Brains	@10	@14
Ears	@7	@7
Snouts	@7	@7
Heads	@9	@10

Veal.

Choice carcass	@18	@25
Good carcass	@14	@20
Good saddles	@23	@30
Good racks	@12	@14
Medium racks	@8	@10

Veal Products.

Brains, each	@9	12 @14
Sweetbreads	@60	@75
Calf livers	@55	55 @60

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@25
Country style sausage, fresh in link	@22
Country style sausage, fresh in bulk	@20
Country style pork sausage, smoked	@20
Frankfurts in sheep casings	@21
Frankfurts in hog casings	@20
Bologna in beef bungs, choice	@13
Bologna in beef middles, choice	@13
Liver sausage in hog bungs	@19
Smoked liver sausage in hog bungs	@24
Liver sausage in beef rounds	@15
Head cheese	@15
New England luncheon specialty	@26
Mixed luncheon specialty, choice	@21
Tongue sausage	@20
Blood sausage	@18½
Souse	@18
Polish sausage	@20

DRY SAUSAGE.

Cervelat, choice, in hog bungs	@48
Thuringer Cervelat	@23
Farmer	@33
Holsteiner	@31
B. C. Salami, choice	@45
Milano Salami, choice, in hog bungs	@42
B. C. Salami, new condition	@25
Prisces, choice, in hog middles	@41
Genoa style Salami	@52
Pepperoni	@38
Mortadella, new condition	@52
Capicola	@39
Italian style hams	@53
Virginia hams	@53

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	\$8.50
Small tins, 2 to crate	7.50
Large tins, 1 to crate	7.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	7.75
Large tins, 1 to crate	8.75
Frankfurt style sausage in hog casings—	
Small tins, 2 to crate	7.25
Large tins, 1 to crate	8.25
Smoked link sausage in hog casings—	
Small tins, 2 to crate	6.75
Large tins, 1 to crate	7.75

SAUSAGE MATERIALS.

Regular pork trimmings	@7
Special lean pork trimmings	@14
Extra lean pork trimmings	@16½
Neck bone trimmings	@10½
Pork cheek meat	@8½
Pork hearts	@12½
Native boneless bull meat (heavy)	@9
Boneless chucks	@9½
Shank meat	@7½
Beef trimmings	@7
Beef hearts	@5½
Beef cheeks (trimmed)	@6
Dressed canners, 350 lbs. and up	@7
Dressed cutter caws, 450 lbs. and up	@7½
Dr. Bologna bulls, 600 lbs. and up	@10
Beef tripe	@3½
Pork tongues, canner trimmed S. P.	@16½

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Wholesale lots. Usual advances for smaller quantities.)

Beef casings:	
Domestic rounds, 150 pack	.23
Domestic rounds, 140 pack	.35
Export rounds, wide	.50
Export rounds, medium	.29
Export rounds, narrow	.42
No. 1 wensands	.16
No. 2 wensands	.07
No. 1 bungs	.29
No. 2 bungs	.20
Middles, regular	.75
Middles, selected wide	2.00
Dried bladders:	
12-15 in. wide, flat	2.00
10-12 in. wide, flat	1.65
8-10 in. wide, flat	1.25
6-8 in. wide, flat	.85
Hog casings:	
Narrow, per 100 yds.	2.75
Narrow, special, per 100 yds.	2.25
Medium, regular, per 100 yds.	1.00
Wide, per 100 yds.	.75
Extra wide, per 100 yds.	.75
Export bungs	.85
Large prime bungs	.20
Medium prime bungs	.10
Small prime bungs	.06
Middles, per set	.20
Stomachs	.08

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$13.00
Honeycomb tripe, 20-lb. bbl.	20.00
Pocket honeycomb tripe, 200-lb. bbl.	21.00
Pork feet, 200-lb. bbl.	16.50
Pork tongues, 200-lb. bbl.	77.00
Lamb tongues, long cut, 200-lb. bbl.	55.00
Lamb tongues, short cut, 200-lb. bbl.	65.00

DRY SALT MEATS.

Extra short clears	@13½
Extra short ribs	@13½
Short clear middles, 60-lb. avg.	@14½
Clear bellies, 18@20 lbs.	@14½
Clear bellies, 14@16 lbs.	@15½
Rib bellies, 20@25 lbs.	@14
Rib bellies, 25@30 lbs.	@13½
Fat backs, 10@12 lbs.	@9½
Fat backs, 14@16 lbs.	@9½
Regular plates	@9½
Butts	@9½

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	@26½
Fancy skd. hams, 14@16 lbs.	@25½
Standard reg. hams, 14@16 lbs.	@25
Picnics, 4@8 lbs.	@21
Fancy bacon, 6@8 lbs.	@25½
Standard bacon, 6@8 lbs.	@25
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.	@43
Outsides, 5@9 lbs.	@37
Knuckles, 5@9 lbs.	@40
Cooked hams, choice, skinned, fattened	@39
Cooked hams, choice, skinned, fattened	@40
Cooked picnics, skin on, fattened	@27
Cooked picnics, skinned, fattened	@28
Cooked loin roll, smoked	@41

BARRELED PORK AND BEEF.

Mess pork, regular	\$	@29.50
Family back pork, 24 to 34 pieces		@31.00
Family back pork, 35 to 45 pieces		@31.50
Clear back pork, 40 to 50 pieces		@22.00
Clear plate pork, 25 to 35 pieces		@25.00
Brisket pork		@25.00
Bean pork		@21.50
Plate beef		@18.00
Extra plate beef, 200 lb. bbls.		@20.00

COOPERAGE.

Ash pork barrels, black iron hoops	\$1.55	@1.00
Oak pork barrels, black iron hoops	1.65	@1.67½
Ash pork barrels, galv. iron hoops	1.75	@1.77½
White oak ham tierces	3.00	@3.00
Red oak lard tierces	2.30	@2.32½
White oak lard tierces	2.50	@2.52½

OLEOMARGARINE.

Highest grade natural color animal fat		
margarine in 1-lb. cartons, rolls or		
prints, f.o.b. Chicago		@22
White animal fat margarines in 1-lb.		
cartons and rolls, f.o.b. Chicago		@18½
Nut 1-lb. cartons, f.o.b. Chicago		@17
(30 and 60-lb. solid packed tubs, 1c		
per lb. less)		
Pastry, 60-lb. tubs, f.o.b. Chicago		@14

ANIMAL OILS.

Prime edible lard oil	@12
Headlight burning oil	@10½
Prime winter strained	@10
Extra winter strained	@9½
Extra lard oil	@9½
Extra No. 1	@9½
No. 1 lard	@9
No. 2 lard	@8½
Acidless tallow	@8½
20 D. C. T. neatfoot	@10½
Pure neatfoot oil	@11½
Special neatfoot oil	@9½
Extra neatfoot oil	@9½
No. 1 neatfoot oil	@9½
Oil weighs 7½ lbs. per gallon. Barrels	
about 50 gals. each. Prices are for oil in barrels.	

LARD.

Prime steam	@10.50
Prime steam, loose	@10.45
Kettle rendered, tierces	@10.87½
Refined lard, boxes, N. Y.	@12.00
Leaf, raw	@10.00
Neutral in tierces	@12.25
Compound, acc. to quantity	10½ @10½

OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces	@10
Oleo stocks	0 @9½
Prime No. 1 oleo oil	@8½
Prime No. 2 oleo oil	@8½
Prime No. 3 oleo oil	@8
Prime oleo stearine, edible	@8

TALLOWES AND GREASES.

Edible tallow, under 1% acid, 45 titre	0½ @ 6½
Prime packers tallow	5½ @ 8
No. 1 tallow, 10% f.f.a.	5½ @ 5½
No. 2 tallow, 40% f.f.a.	4½ @ 4½
Choice white grease	5½ @ 5½
A-White grease	@ 5½
B-White grease, max. 5% acid	@ 5½
Yellow grease, 10@15% f.f.a.	4½ @ 5
Brown grease, 40% f.f.a.	4½ @ 4½

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.		
Valley, points, nom. prompt	6½ @ 7	
White, deodorized, in bbls., f.o.b. Chgo.	9½ @ 9½	
Yellow, deodorized, in bbls.	9½ @ 9½	
Soap stock, 50% f.f.a., f.o.b.	1½ @ 1½	
Corn oil, in tanks, f.o.b. mills	7 @ 7½	
Soya bean oil, f.o.b. mill	7½ @ 7½	
Cocoanut oil, sellers tanks, f.o.b. coast	5½ @ 6½	
Refined in bbls., c.a.f., Chicago, nom.	9 @ 9½	

Retail Section

National Retailers Meet Tell of Their Joys and Sorrows at Annual Convention

About 300 retail meat dealers belonging to the National Association of Retail Meat Dealers gathered at Minneapolis, Minn., this week to hold their annual meeting.

Much of the time was spent in denouncing critics of the retail trade and in advancing reasons why new methods of meat merchandising would not succeed.

Resolutions were adopted favoring government classification and grading of meats, but objecting to government standards for similar grading of poultry until they were modified to meet the views of retailers.

The convention went on record as opposing modification of the packers' consent decree, the fear evidently being that packers might enter the retail trade.

Funds of the association were reported somewhat limited, and the publication of a trade magazine by the association in competition with their own retail meat trade papers was advocated as a means of securing additional revenue.

Officers elected for the ensuing year are:

President, Charles Kroh, Cleveland, O.
First vice-president, Val Ness, Minneapolis, Minn.

Second vice-president, C. Christoffersen, Omaha, Neb.

Secretary, John A. Kotal, Chicago.

Treasurer, Charles Schuck, New York City.

Inside Guard, Philip Provo, Toledo, O.
Outer Guard, G. G. Fageros, Minneapolis, Minn.

Directors for two years: W. B. Margerum, Philadelphia; George Steindl, Chicago; George Kramer, New York City.

The 1931 convention will be held at West Baden Springs, Ind.

Convention Proceedings

By Albert Whipple Morse.

In spite of the heat there was a large attendance at the convention, registration totalling more than 300 before the close.

The first session was called to order on Monday afternoon by Wm. A. Johnson of the local committee. After the invocation Mayor W. F. Kunze welcomed the visitors and National President George Kramer accepted the gold-

en key to the city. President G. G. Fageros of the Minneapolis association spoke for the local hosts and Mrs. Al H. Fenske welcomed the visiting ladies. Chairman W. B. Margerum of the board of directors replied to Mrs. Fenske.

The principal speaker of the session was United States Senator Schall, who assured his listeners that he would do all he could to prevent modification of the packers' consent decree.

Speaking for the Institute of American Meat Packers J. H. Moninger of Chicago said that packers and retailers were important agents of agriculture. Concerning meat prices and conditions he said:

Meat Prices and Costs.

"The livestock and meat industry now has reached a period of low prices. In many instances, prices of live stock and of meats at wholesale are lower than they have been for several years. Unfortunately, comprehensive current quotations on the retail prices of meat are not available, but it is apparent that they also have declined substantially.

"In this connection, I should like to say that we recognize the fact that the wholesale price of meat is only one element in the retailer's cost and that a decline in the wholesale price of meat does not affect the dealer's overhead, which continues as an important factor in his costs.

"It seems to us that the present time

is propitious for the whole industry, livestock producers, retailers, and packers alike to seize upon every opportunity to direct public attention to the fact that meat prices are down and that almost any cut of meat represents an unusually good buy.

"It is obvious that if any decrease in consumption at this time, or any oversupply, even though of short duration, should result in an additional decline in the price of livestock, it would tend to restrict production in future years. This would be unfortunate for the retailer and the packer, as well as for the public."

A telegram of greeting was read from president F. Edson White of Armour and Company.

Retailer Gets Worst of It.

In reporting for the legislative committee, chairman John T. Russell said it had considered local, state and federal legislation during the year, and opposed that which seemed inimical to the interests of the retailers. Discussing the position of the retailer in general he said:

"We represent the final link in the distribution of meat products to the consumer. We must insure them courtesy and satisfaction in the meat they purchase. Our stores must be properly located, clean, well lighted, good refrigeration and the best of sanitary conditions must prevail at all times. The quality of our goods must be suitable to the trade we serve. We are entitled to a reasonable profit, because without profit commercial activity ceases. At the present time we are passing through a peculiar position of low retail prices and a very slow consumers' demand for our products, regardless of price."

He resented charges from livestock sources that meat retailers were to blame for depressed livestock prices. He claimed that retailers had responded to every call and put on special sales of beef, pork and lamb to help the livestock interests, and that "it was a profitless business for the retailer."

Poultry Stirs Up a Row.

David Van Gelder of Brooklyn, N. Y., reported on the government standards for poultry grading, which he declared favored the producer. He said the government was afraid of the farmer and unfair to the retailer and consumer. He said this system of grading must be opposed "until they call a spade a spade, and not an old hen turkey a prime bird." Both Mr. Van Gelder and president Kramer said the government standards were not high enough.

At the evening session chairman Margerum of the board of directors made his report, which was chiefly an attack on those who criticize the retailer. He was afraid packers wanted the consent decree modified so they could go into the retail business. At the same time he appealed for cooperation between the breeder, feeder, packer and retailer.



STEPS DOWN WITH GOOD RECORD.
George Kramer, New York, retires as president of the National Association.

President Kramer Speaks.

President Kramer in his annual address said that the association had made great progress in the 45 years of its existence.

There had been some talk by livestock producers of letting packers enter the retail field, he said. The consumption of meat shows an increase, the speaker declared, and it is folly to accuse the retailer of not co-operating. He cautioned the delegates not to be stampeded into fear and alarm by predictions that meat dealers will be supplanted by other methods of selling which, he added, were based on theory and not on practical experience.

Quick-frozen meats possess a superiority over slow-frozen product, he declared, in that they can be placed in an oven and cooked like fresh meats. Problems existing in connection with the merchandising of frozen meat, the speaker said, were inability to defrost the show cases, deterioration of the meat, and the accumulation of sweat on the surface of the frozen meats when they are placed in higher temperatures than those at which they were frozen. He declared that a car of frozen meat cannot be unloaded without tremendous deterioration.

Quick-Frozen Meats Not Popular.

Quick-frozen meats are not popular with meat dealers, he stated, because they can still buy fresh meat, and sell it to the consumer at a big saving over the package product. If retail meat dealers increase in efficiency they will be here a long time to come, he said. Package meats lack display appeal, he believes, and if the retail meat dealer were to drop out of the picture the loss in sales because of the diminished display would cause the producer to cut down.

Ageing of meats under proper refrigeration, and with sufficient time allowed, is the only satisfactory way, President Kramer declared, and he questioned whether or not the new methods of food handling would be successful.

Classification and grading of meat was said by the speaker to be one of the outstanding developments which assists the industry, and he urged the members to avail themselves of that service.

He cautioned retailers to be careful in the sale of package goods, saying that they are held responsible for all variations in weight, and are subject to prosecution in case of short weights. This applies especially in New York and in Illinois, he said, and shrinkage is usually found when buying packages. The packers are protected to some extent, he added, in their interstate shipments.

Competing With Chains.

He said individual meat dealers were able to compete with chain stores if the chains were not given advantages. Chain banks and chain store systems were said by the speaker to be the two greatest evils which menace the progress of this country.

Prof. P. A. Anderson of the University of Minnesota spoke on meat instruction in the colleges which had for its purpose the education of prospective homemakers and cafeteria managers so that they will know what to buy. He described feeding experiments with hogs at the University of Minnesota,



RE-ELECT HUSTLING EXECUTIVE.

John A. Kotal, Chicago, again chosen National Secretary.

in which the relative merits of rye, corn, barley and cod liver oil were sought. The palatability of the meat after feeding with rye was discredited by the professor.

George Bubel, secretary of the Cleveland, O., branch followed Prof. Anderson, urging the national association to encourage vocational work to a greater extent, and predicted standardization throughout the entire country, with all the shops the same.

What Branches Are Doing.

The entire Tuesday morning session was occupied with the reports from local organizations. In some respects they were identical in many cases, but conditions in the individual cities brought out interesting educational work which might well be adopted as a general policy.

R. C. Pollock, general manager of the National Livestock and Meat Board, was the next speaker, and declared that the consuming public of America was eating all the beef, pork and lamb produced here, with exports and imports balancing each other. Americans, he said, would consume more than the present amount. No industry has made more progress than the packers, he said, in keeping step with changes, and retailers have kept themselves modern by adding new types of show cases and cutting machines.

Pollock Praises Efficient Dealer.

He commended Otto Kleinfeld of Chicago for his excellent meats, and the appetizing way in which he wraps them in transparent paper, on trays, with parsley arranged attractively around the border. He knows, because he buys at Mr. Kleinfeld's Chicago market, he said. He declared that men

like Mr. Kleinfeld could not be forced into a business loss by chain stores, even though they were on both sides of him, and above and below him, because he sells quality meats and gives real service.

During the past year 542 meetings have been held in the United States on meat cutting and cooking by the board. Regarding government stamping, he said that the average housewife does not know meats, but can feel that she is safe in buying through the guidance of the stamps, which guarantee her what she wants.

Mr. Pollock spoke of THE NATIONAL PROVISIONER as having helped in the beef and lamb demonstration work, and in all other activities of the Board.

"Forget the other fellow, and find out how to run your own business", he advised the meat dealers in concluding his talk.

William M. Hassel, president of the Chicago Butchers Calfskin Association, followed Mr. Pollock, and he declared that market conditions were the same as they had been for some months past. He said they were paying more than conditions warranted, but they wished to help along, and they anticipated that business would improve.

Frozen vs. Fresh Cut Meats.

W. C. Davis, marketing expert of the U. S. Department of Agriculture, spoke on "Innovations in Food Distribution." He declared that he did not see any necessity for increasing the channels of meat distribution, as for instance, through drug stores as well as in meat shops.

"The possibilities for national distribution of frozen pre-cut, packaged meats outweigh materially the possibilities for fresh (unfrozen) pre-cut packaged meats," Mr. Davis said. "Although the cuts may be identical in all essential respects, the difference in preparation for market precludes the possibility of shipping fresh retail cuts long distances. The possibilities for distributing the frozen cuts over extensive areas under adequate refrigeration from a central point are almost unlimited. For this reason it is logical to assume that for the present at least, the distribution of unfrozen pre-cut packaged meats must of necessity be limited to local areas easy of access to the central cutting plant."

He said that the thought regarding packaged meats he wished to leave with the dealers was, "Is it wise to take a stand that will result in opening up new avenues of retail meat distribution?"

Some Could Not Be There.

At the Wednesday session telegrams of good wishes were read from Emil Schwartz, Detroit; Charles H. Munkwitz, Milwaukee; Charles F. Glatz, Rochester, New York, and others. A letter from V. F. Kuncel, Omaha, thanked the association for its message of sympathy sent from the sessions at Detroit last year when his brother, Frank Kuncel, died.

Mr. Davis said that government beef grading and stamping service will be extended to St. Louis, Mo., Detroit, Mich., and Buffalo, N. Y. Four other points are under consideration.

Mr. Bubel of Ohio gave his black-board discussion on overhead, cost and profit.

Mr. Moninger displayed "Pure Lard"

window cards and window streamers, explaining that three booklets on the subject had been issued for the housewife. This work has been done by the Institute of American Meat Packers.

The convention adjourned until the following day, when secret sessions were to be held in the morning and afternoon.

CONVENTION COMMITTEES.

Committees appointed by president Kramer to serve during the national convention included the following:

Policy or Resolutions Committee—W. B. Margerum, chairman; A. J. Gahn, Milwaukee; J. D. Lukenbill, St. Louis; A. S. Pickering, Cleveland; G. A. Steindl, Chicago; E. J. La Rose, Detroit; A. H. Fenske, Minneapolis; V. F. Kuncel, Omaha; I. W. Ringer, Seattle.

Credentials Committee—Charles Schuck, New York; A. J. Kaiser, Chicago; Emil Priebe, Milwaukee; Jos. Pfeiffer, St. Louis; A. Johnson, Minnesota.

Nominations Committee—Jacob Herman, Milwaukee; David Van Gelder, New York; Otto Rohland, St. Paul; George Pauli, Chicago; Geo. Bauer, Cleveland.

Local committees responsible for successful conduct of the meeting were:

Convention Chairman—Wm. A. Johnson.

Finance Committee—Herman Ziegler, chairman; J. N. Bowen, Edw. Lindour, Verne Bowen, Wilbur Forsyth, John Rankiellour, Phil A. Confer.

Publicity Committee—H. C. Wessin, chairman; Val E. Ness, Karl M. Witt, Gay Jeub, Phil A. Confer, Bert Johnson, Paul Johnson.

Reception Committee—A. H. Fenske, chairman; Wm. A. Johnson, G. G. Fageros, H. C. Wessin, C. F. Witt, Val E. Ness, J. N. Bowen, Chas. Gause, Herman Ziegler.

Entertainment Committee—G. G. Fageros, chairman; John Schmidler, jr., Oscar Lagerlof, Alfred Johnson, Sam Bloomdale, M. H. Valiquette, Ed. Wachsmuth, Wilbur Forsyth, Fritz Zechlin.

Transportation Committee—M. H. Valiquette, chairman; Al. H. Knutsen, Wm. A. Otto, Henry Hendrickson, Orren Fystrom, Ed. Limond, John Pappos, Fritz Zechlin.

Refreshment Committee—Tod Charlton, chairman; A. F. Rosbach, Al. Johnson, George Ruff, Harold Johnson, Ted Rasmussen, Paul Bergman, Walter Hilden.

Ladies Committee—Mrs. A. H. Fenske, general chairman.

DISPLAYS AT THE CONVENTION.

A new feature of retailers' convention was the display at the Minneapolis meeting of packers' products, especially new lines. Very attractively shown in the main lobby of the convention hotel were displays of canned ham and canned chicken by Geo. A. Hormel & Co., canned ham by John Morrell & Co. and Jacob E. Decker & Sons, sausage display by the Cudahy Packing Co., and a display by Swift & Company.

If meats get wet and slimy in your ice box, write to the Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

NEW YORK NEWS NOTES.

J. A. Grace, Cudahy Packing Co., New York, is spending a few weeks at Lake Copake, N. Y.

L. F. Fluckiger, branch house department, Swift & Company, New York, is vacationing at Hohankson, N. Y.

A. Dawson, credit manager, Jacob Dold Packing Co., Wallabout Market, is spending his vacation in the Green Mountains.

H. E. Rappaport, purchasing department, United Dressed Beef Co., will spend the next few weeks at Camp Milford, Kent, Conn.

M. M. Rosenthal, secretary, Nathan Strauss, Inc., spent several days during the past week in the Boston territory looking over suggested sites for new markets.

William T. Pickering, vice president, California Vegetable Products Co., Los Angeles, Cal., is spending a few weeks in the East, making his headquarters in New York.

H. A. Phillips, small stock purchasing department, Armour and Company, Chicago, visited the plant of the New York Butchers Dressed Meat Company during the past week.

Chicago visitors to the New York plant of Wilson & Co. during the past week included E. A. Ellendt, canned meats department, and J. J. Wilke, margarine department.

Miss Marion Flaherty, of Conron Bros. Co., Bronx branch, is vacationing at Greenwood Lake, N. Y., while James Webb of the pork department is spending a few weeks at Asbury Park, N. J.

George J. Edwards, general manager, Swift & Company, New York, is well on the road to recovery following his recent illness and is now spending a few weeks with his son and family at Burlington, Vt.

Those enjoying vacations from their duties at Armour and Company, New York, are C. H. Wilson, small stock department; F. S. Peters, pork department and Stanley Herrick, smoked meat department.

Geo. H. Jackle, New York fertilizer broker, has returned to his desk after spending a month's vacation at Spring Lake Beach, N. J. Mr. Jackle's son, Frank R. Jackle, who is associated with him, is taking a vacation at Lake Bomoseen, Vt.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ended August 2, 1930, was as follows: Meat—Brooklyn, 191 lbs.; Manhattan, 428 lbs.; Bronx, 8 lbs.; Queens, 78 lbs.; Richmond, none. Total, 705 lbs. Fish—Brooklyn, 310 lbs.; Manhattan, none; Bronx, 2 lbs. Total, 312 lbs. Poultry—Brooklyn, 20 lbs.; Manhattan, 291 lbs. Total, 311 lbs.

The slaughtering of hogs and processing of pork were discontinued at the

New York plant of Joseph Stern & Sons, Inc., which is a part of the New York Butchers Dressed Meat Company, subsidiary of Armour and Company, and effective August 4 slaughtering will be conducted at Sixth street, Jersey City, in the completely reconstructed building and thoroughly modernized building that was formerly used by the Jersey City Stock Yards Company for slaughtering of beef. Processing operations will be carried on at the company's plant located at Fourteenth street, Jersey City. Frank Gould, who was in charge of the pork department at the New York plant for a number of years, will head all operations at the Jersey City plant.

AMONG RETAIL MEAT DEALERS.

Despite midsummer heat, vacations and previous inactivity, the grit and determination of progressive Staten Island meat dealers to have an association bore fruit last Wednesday evening in the definite reorganization of the branch. This was the second meeting within a month and the branch is now headed for bigger things.

Richmond members have long felt the need of a Credit Bureau to enable them to extend more credit safely and thus more successfully meet chain store competition. A plan has been adopted whereby the secretary will keep a ledger of the names of each member's bad or indifferent accounts and this information will be available to members only. This service alone, makes membership in the association a valuable asset to a retail meat dealer.

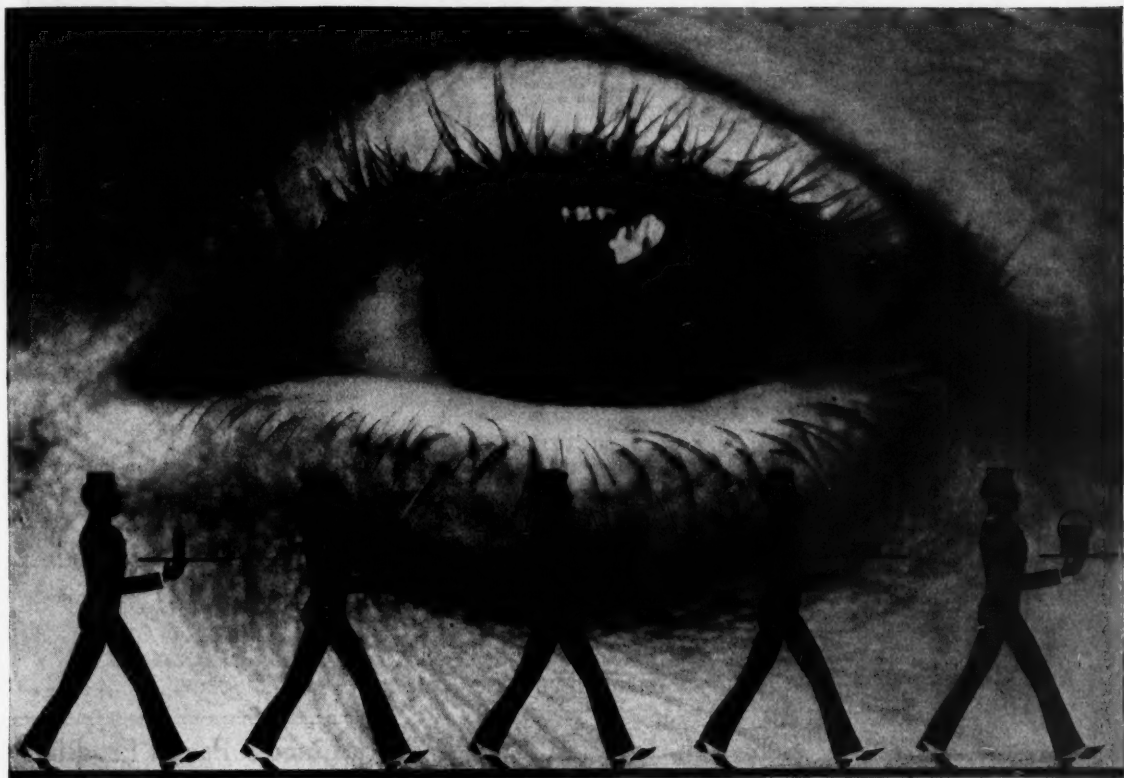
The results of the recent election of this branch were: August Gondeck, who for many years was secretary of the old organization, president; Al Carlson, secretary and G. Brown, treasurer. This is a re-election for Mr. Brown as he has held the office of treasurer for many years and enjoys the absolute confidence of his fellow officers and members.

State secretary, Edwin W. Williams, is giving the Richmond members his wholehearted cooperation in building up their branch which bids fair to rate high in the Association before very long.

Owing to the intense heat, the meeting of the South Brooklyn Branch on Tuesday evening of this week did not take up any new subjects.

Joseph Rossman, past president of the South Brooklyn Branch, is spending a vacation in Canada with Mrs. Rossman.

The trade was greatly shocked this week to hear of the sudden passing of Kermit Heller. He has been the auditor of the Butcher's Mutual Casualty Company of New York for the past six years and in June of this year received his B. A. degree from the C. C. N. Y., where he studied at night. He had spent the week end at Rockland Lake, N. Y., and while swimming on Sunday with some friends was drowned. The body had not been recovered up to Wednesday. Mr. Heller's father is in the retail meat business on Third Avenue, New York City.



Here's where the selling starts

JUST when the customer is window shopping—just when he's making his choice inside the dealer's store—just in that moment of indecision—that's when your selling starts. Often the eyes are judge and jury so far as first sales are concerned. The package that looks like quality has the edge on all the rest.

Through a considerable chain of years, we've watched appearance play its part. We've seen worthy products trail the list because the package design wasn't right. Again and again we've seen inviting containers

contribute to greatly increased sales. Yes, we've developed a healthy respect for good looks in fine containers. We know quite a bit about designing the kind of package that sells.

A background of experience in package design is waiting for you at Canco—designers, artists, lithographers, students of markets, to help you get the most in package value for your product. We can help you with your own

ideas for a first rate selling package. We can help you create one worthy of your product in appearance and in sales.

**- AMERICAN -
CAN COMPANY**



NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	\$ 7.25 @ 9.00
Cows, common and medium	4.25 @ 5.75
Bulls, cutter-medium	5.00 @ 7.50

LIVE CALVES.

Vealers, good to choice	\$10.50 @ 13.50
Vealers, medium	7.50 @ 10.50

LIVE SHEEP AND LAMBS.

Lambs, good to choice	\$ 9.50 @ 10.50
Lambs, medium	7.50 @ 9.50
Lambs, common	5.50 @ 7.50
Ewes, medium to choice	2.50 @ 4.00

LIVE HOGS.

Hogs, 160-210 lbs.	\$ @ 10.00
Hogs, medium	@ 10.00
Hogs, 120 lbs.	@ 9.50
Roughs	@ 9.25
Good roughs	@ 9.25

DRESSED HOGS.

Hogs, heavy	\$ @ 15.50
Hogs, 180 lbs.	@ 14.50
Pigs, 80 lbs.	@ 14.50
Pigs, 80-140 lbs.	@ 14.50

DRESSED BEEF.

Choice, native heavy	@ 21
Choice, native light	@ 21
Native, common to fair	@ 16

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	@ 15
Native choice yearlings, 400@600 lbs.	@ 15
Good to choice heifers	@ 13
Good to choice calves	@ 12
Common to fair cows	@ 10
Fresh bologna bulls	@ 11

BEEF CUTS.

	Western.	City.
No. 1 ribs	@ 24	@ 25
No. 2 ribs	@ 20	@ 22
No. 3 ribs	@ 15	@ 19
No. 1 loins	@ 32	@ 34
No. 2 loins	@ 28	@ 30
No. 3 loins	@ 24	@ 27
No. 1 hinds and ribs	@ 19	@ 22
No. 2 hinds and ribs	@ 17	@ 20
No. 3 hinds and ribs	@ 15	@ 18
No. 1 rounds	@ 17	@ 18
No. 2 rounds	@ 16	@ 17
No. 3 rounds	@ 15	@ 16
No. 1 chuck	@ 10	@ 12
No. 2 chuck	@ 9	@ 10
No. 3 chuck	@ 8	@ 9
Bolognas	@ 11	@ 12
Rolls, reg., 6@8 lbs. avg.	@ 22	@ 23
Rolls, reg., 4@6 lbs. avg.	@ 17	@ 18
Tenderloins, 4@6 lbs. avg.	@ 20	@ 20
Tenderloins, 5@6 lbs. avg.	@ 20	@ 20
Shoulder clods	@ 10	@ 11

DRESSED VEAL AND CALVES.

Prime veal	@ 28
Good to choice veal	@ 25
Med. to common veal	@ 21
Good to choice calves	@ 18
Med. to common calves	@ 14

DRESSED SHEEP AND LAMBS.

Lambs, prime	@ 25
Lambs, good	@ 25
Sheep, good	@ 11
Sheep, medium	@ 7

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	@ 24
Pork tenderloins, fresh	@ 50
Pork tenderloins, frozen	@ 48
Shoulders, city, 10@12 lbs. avg.	@ 19
Shoulders, Western, 10@12 lbs.	@ 17
Butts, boneless, Western	@ 23
Butts, regular, Western	@ 19
Hams, Western, fresh, 10@12 lbs. avg.	@ 20
Hams, city, fresh, 6@10 lbs. avg.	@ 27
Picnic hams, Western, fresh, 6@8 lbs.	@ 17
Pork trimmings, extra lean	@ 21
Pork trimmings, regular, 50% lean	@ 11
Spareribs, fresh	@ 13

SMOKED MEATS.

Hams, 8@10 lbs. avg.	@ 27
Hams, 10@12 lbs. avg.	@ 24
Hams, 12@14 lbs. avg.	@ 25
Picnic, 4@6 lbs. avg.	@ 17
Picnic, 6@8 lbs. avg.	@ 17
Lolettes, 8@10 lbs. avg.	@ 17
Beef tongue, light	@ 32
Beef tongue, heavy	@ 34
Bacon, boneless, Western	@ 23
Bacon, boneless, city	@ 20
Pickled bellies, 8@10 lbs. avg.	@ 18

FANCY MEATS.

Fresh steer tongues, untrimmed	26c a pound
Fresh steer tongues, l. c. trim'd	40c a pound
Sweetbread, beef	70c a pound
Sweetbread, veal	\$1.00 a pair
Beef kidneys	18c a pound
Mutton kidneys	11c each
Livers, beef	87c a pound
Oxtails	18c a pound
Beef hanging tenders	30c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@ 3
Breast fat	@ 2
Edible suet	@ 4
Cond. suet	@ 3

GREEN CALFSKINS.

Prime No. 1 venis	5-9 0 1/2-12 1/2 12 1/2 14 14-18 18 up
Prime No. 2 venis	1.70 1.70 1.75 1.85 2.85
Buttermilk No. 1	1.14 1.55 1.65 1.85
Buttermilk No. 2	1.12 1.30 1.40 1.60
Branded Graby	7 .85 .90 1.10 1.50
Number 3	.5 .60 .55 .60 .70

BUTTER.

Creamery, extra (82 score)	@ 37
Creamery, firsts (88 to 89 score)	@ 34
Creamery, seconds (84 to 87 score)	@ 32
Creamery, lower grades	@ 31

EGGS.

(Mixed colors.)	
Extra, dozen	@ 30
Extra, firsts, doz.	@ 27
Firsts	@ 24 1/2
Checks	@ 15

LIVE POULTRY.

Fowls, colored, fancy, via express	@ 21
Fowls, Leghorn, via express	@ 24

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:

Western, 60 to 65 lbs. to dozen, lb.	@ 28
Western, 48 to 54 lbs. to dozen, lb.	@ 23
Western, 43 to 47 lbs. to dozen, lb.	@ 21
Western, 36 to 42 lbs. to dozen, lb.	@ 19
Western, 30 to 35 lbs. to dozen, lb.	@ 18

Fowls—fresh—dry pkd.—12 to box—prime to fcy.:

Western, 60 to 65 lbs. to dozen, lb.	@ 29
Western, 48 to 54 lbs. to dozen, lb.	@ 26
Western, 43 to 47 lbs. to dozen, lb.	@ 24
Western, 36 to 42 lbs. to dozen, lb.	@ 22
Western, 30 to 35 lbs. to dozen, lb.	@ 20

Ducks—

Long Island, spring	@ 17
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Squabs—

White, ungraded, per lb.	@ 35
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Chickens, fresh, 12 to box, prime to fancy:

Broilers, under 17 lbs.	@ 28
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Fowls, frozen—dry pkd.—12 to box—prime to fcy.:

Western, 60 to 65 lbs., per lb.	@ 28
Western, 48 to 54 lbs., per lb.	@ 26
Western, 43 to 47 lbs., per lb.	@ 24

Turkeys, frozen—prime to fancy:

Western, young toms	@ 44
Western, young hens	@ 40

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended July 31, 1930:

	July 25	26	28	29	30	31
Chicago	35 1/2	35 1/2	36 1/2	36 1/2	36 1/2	36
N. Y.	36 1/2	37 3/8	37 3/8	37 1/2	37	37
Boston	37 1/2	37 1/2	37 1/2	37 1/2	37 1/2	37 1/2
Phila.	38	38	37 1/2	38 1/2	38	38

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

35 1/2	35 1/2	36 1/2	36 1/2	36 1/2	36
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Receipts of butter by cities (tubs):

	Wk. to	Prev.	Last	— Since Jan. 1 —
	July 30.	week.	year.	1930. 1929.
Chicago	41,064	42,223	45,691	2,068,810 2,063,812
N. Y.	62,237	68,537	62,645	2,315,539 2,276,900
Boston	20,552	20,063	24,584	707,790 789,982
Phila.	16,681	16,833	21,906	699,349 725,528

Total 140,534 147,656 154,880 5,791,688 5,876,222

Cold storage movements (lbs.):

	In	Out	On hand	Same
	July 21.	July 31.	Aug. 1.	last year.
Chicago	254,544	156,719	29,772,669	26,644,573
New York	123,644	112,984	18,798,076	19,617,389
Boston	125,320	91,439	10,719,307	9,715,077
Phila.	79,224	35,334	5,806,344	6,456,951
Total	582,732	396,676	65,091,396	62,433,990

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@ 1.90
Ammonium sulphate, double bags, per 100 lb. f.a.s. New York	@ 1.70
Blood, dried, 15-16% per unit	@ 3.00
Fish scrap, dried, 11% ammonia 10% B. P. L. f.o.b. fish factory	3.75 & 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	3.75 & 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. f.o.b. fish factory	3.25 & 50c
Soda Nitrate in bags, 100 lbs. spot.	@ 1.98
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	3.10 & 10c
Tankage, unground 9@10% ammo	3.00 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@ 25.00
Bone meal, raw, 4 1/2 and 50 bags, per ton, c.i.f.	@ 29.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 9.00

Potash.

Manure salt, 20% bulk, per ton	@ 12.65
Kalnit, 14% bulk, per ton	@ 9.70
Muriate in bags, basis 80% per ton	@ 37.15
Sulphate in bags, basis 90%, per ton	@ 48.25

Beef.

Cracklings, 50% unground	@ 82 1/2
Cracklings, 60% unground	@ 87 1/2

BONES, HOOFES AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	95.00@125.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	@ 85.00
Black or striped hoofs, per ton	45.00 @ 50.00
White hoofs, per ton	@ 60.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@ 90.00
Horns, according to grade	75.00 @ 200.00

Lincoln Farms Products Corporation

Collectors and Renderers of

Bones FAT Skins

Manufacturer of Poultry Feeds

Office: 407 E. 31st St.
NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N. J.

Emil Kohn, Inc. Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse
407 East 31st St.,
NEW YORK, N. Y.
Caledonia 0112-0114

"MONGOLIA" Importing Co., Inc.

339 Pearl St., N. Y. City

SHEEP CASINGS

that serve you best

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